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Business Bulletins *from around the world*

BELGIUM—Extreme cold has severely damaged Belgian winter-grain plantings—especially barley, which some estimate 70% destroyed. Winter wheat faring much better, except for French "Capelle" variety.

Over-all retail price index rose 1.39 to 114.58 points at end of February. Further increase of only .03 point would be expected to bring demands for 2.5% cost-of-living wage increase in several basic industrial sectors. General rise reflects increased prices for butter, eggs, potatoes, bread, meat, and transport, partly influenced by severe weather.

New York State Department of Commerce establishes its first foreign-based commercial and trade promotion office in Brussels.

Electro-Nite Inc. of Philadelphia establishes subsidiary at Lot for manufacture and assembly of mechanical and electrical equipment used in manufacture of ferrous and non-ferrous metals and products.

BRAZIL—Air-passenger and railway freight and interstate passenger fares are up sharply and marked increases in suburban, interstate, and city bus fares have been authorized as result of higher costs. Important factor is recent increase in prices of petroleum products after discontinuance of Government subsidy on petroleum imports. Internal prices of all petroleum products rose average 70% in January.

COLOMBIA—Government decree creates National Commission for Alliance for Progress, to have 66 representatives from all production sectors. Commission will seek collaboration of all fields in effort to speed up implementation of Alliance for Progress plans.

GHANA—Construction of bleaching, print, and finishing plant for textiles under way at Tema. Expected to cost £1.6 million ($4.5 million), factory will print 15 million yards of cotton and rayon fabric annually, beginning early 1964.

Stahlunion-Export G.m.b.H. of Dusseldorf, Germany, constructing £1 million ($2.8 million) cocoa-processing plant at Takoradi. Scheduled for completion this year, factory expected to process 26,000 tons of raw cocoa annually.

Reese & Wichman of Hamburg, Germany, building £1.5 million ($4.2 million) establishment for processing cocoa at Tema. Annual capacity not yet known.

IRAN—Oil Consortium to lay second underwater pipeline between Ganaveh on mainland to export terminal on Kharg Island in Persian Gulf at estimated $7.8 million cost. Twenty-five-mile, 30-inch line to parallel first pipeline, in operation since August 1960. Construction contract granted to Tellepsen Construction Co., American corporation; pipe to be manufactured by Scott Durham Steel and Iron Co. Ltd. of England. Construction to be completed by end of 1963.

ITALY—Tourist industry enjoyed another record year in 1962, with estimated 21.1 million foreigners visiting country, almost 12% boost over record 1961 year. Tourism produced estimated $825 million in 1962, or enough to cover about 60% of trade deficit. Investment in hotel sector expected to continue at brisk pace, with some $50 million to be spent in fiscal 1962-63.

NETHERLANDS—Agriculture Ministry reports curly kale, leek, Brussels sprouts and winter cauliflower crops as casualties of freezing weather. Carrots also in short supply.

Fifty-megawatt nuclear power station to be built at Dodewaard on Waal River by SEP (Cooperating Electricity Plants) if proposal is accepted by Government. Decision to be in line with recently enacted Nuclear Energy Bill establishing Central Council for Nuclear Energy. Construtcion of power station to begin in 1964, reach completion in 1967.

Nuclear-Chicago Europa N.V., subsidiary of Nuclear-Chicago Corporation of Des Plaines, Ill., established in Amsterdam for assembly and sale of instruments and for medical, biological, and industrial research. Plant under construction to cover 1,200 square meters.

PAKISTAN—Gold and foreign exchange holdings reached $274 million on February 15, compared with $255.1 million on Dec. 28, 1962.

West Pakistan Water and Power Development Authority gives contract to Japanese firm, Hitachi, for supplying generators for Mangla Dam power plant. Three generators, each with 100,000-kilowatt capacity, to cost about $2.1 million.

SUDAN—U.S. and Sudan sign PL 480 Title 1 Sales Agreement for wheat and wheat flour. Sudan in 1963 to purchase 36,000 tons of wheat and 30,000 tons of flour worth $6 million, including transportation costs.

30,000-acre area in Gedaref, Eastern Sudan, requiring mechanized harvesting, to be planted in 1963. Combines to harvest crops will be sought by private farmers. By 1966, planting to reach 500,000 acres, and estimated 500 combines to be required. U.S. manufacturers have opportunity to secure this market.

Complete power survey of country, financed by UN Special Fund, to be made by foreign experts. Merz and McLellan (British) and United Engineering of California (U.S.) chosen for project. Survey to determine most economical method of providing electric power over next 15 years.

Moderate market for television receivers may open shortly. Government to buy mobile tv station being operated temporarily by Scottish Television, using U.S.-built equipment. Televised programming operating 3 hours daily, and, if purchased, will be continued until German-built station is in operation in November 1963.

VIET-NAM—Viet Nam Chlorine and Alkali (VICACO), country's first plant to process salt chemically, reportedly starting production this month. Plant has capacity to produce 1,080 metric tons of caustic soda and 930 metric tons of chlorine annually by electrolysis of local sea salt.

Dong Nai Paper Co.'s pulp and paper mill, constructed and to be managed by Parsons & Whittemore, now going into production as joint enterprise of Government (principal shareholder) and American firm, which has $1 million investment in plant.

Daily radiotelephone service between Saigon and Singapore inaugurated February 16.

DEPOSITED BY THE
UNITED STATES OF AMERICA

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the cover

Libyan spectators at the U.S. pavilion at the Tripoli International Trade Fair are preoccupied with every aspect of the use of water. The spray faucet and stainless steel sink exhibited by the Elkay Mfg. Co., Broadview, Ill., attracts considerable attention. The fair closes March 28th. This is the second time the Department of Commerce has sponsored an official U.S. exhibit at Tripoli, and sales are reported good. Story on page 11.

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U.S. exporters now offered faster, more flexible credit insurance, guarantee system

Five programs, many options designed to help businessmen sell more abroad; insurance, guarantees covered exports valued at about $660 million last year

By ADA WRIGLEY

Bureau of International Commerce

The U.S. is now providing exporters faster, better, and more flexible credit insurance service. With a year's experience and recent improvements in the various insurance and guarantee programs, coverage for much of the risk involved in selling abroad has become a vital part of the Government's export expansion efforts.

Five programs are available to help U.S. exporters extend credit on favorable commercial terms to their customers abroad. Using these facilities, exporters are now able to compete actively with foreign firms on credit terms. Four of the programs provide insurance policies issued by the Foreign Credit Insurance Association (FCIA) and underwritten by that Association and the Export-Import Bank. (FCIA is an association of over 70 private insurance companies; the Eximbank is the Government's principal export financing agency.) The security of insurance is expected to make it easier for exporters to obtain bank credit on the basis of the assignment of the proceeds of their policies. The fifth program, designed so that exporters may seek nonrecourse financing from their banks, consists of guarantees by the Eximbank to commercial banks or other financial institutions.

Insurance increasing

FCIA, which opened its doors February 5, 1962, as of February 28, 1963, had written more than 1,240 export credit insurance policies covering about $500 million in U.S. exports. With an extensive educational campaign underway to better inform businessmen and banks of the insurance programs, the opening of branch FCIA offices in Chicago and San Francisco—plus the recent broadening of types of insurance offered—expectations are for a much larger volume of business in 1963. Business this year may well double that of FCIA's first year, according to Henry Sheehy, President of FCIA. Some of this increase will come from new exporters; about 17% of FCIA's insurance volume so far has been to firms not previously in export business.

Most of FCIA's policies have been for short-term credit transactions, that is up to 180 days. Exporters who supply consumer goods abroad are finding this coverage attractive as it enables them to sell on 90, 120, or 180 days credit terms. The comprehensive short-term policy insures up to 85% of the commercial credit risks and up to 95% of the political risks; and, in response to the needs and desires of exporters, new policies, effective January 1963, make it possible to insure against political risks alone.

Insurance for medium-term transactions, available only since last July, has increased in volume in recent months after a relatively slow start. As of February 28, 1963, policies had been issued covering exports of about $21 million. As with short-term insurance, medium-term is now available in both comprehensive and political risk only policies.

Medium-term policies provide coverage for goods and services customarily sold in international trade in terms varying from 181 days up to 5 years, depending on the items included in the sale. Much of the medium-term insurance relates to export credit sales of capital goods and equipment such as tractors and other machinery.

Unlike the short-term insurance program, which generally requires the exporter to insure all or much of his export business, medium-term coverage is obtainable on a case-by-case basis—that is, it permits the exporter to insure only those transactions for which he considers the political and/or the credit risk an important factor. The exporter, however, can arrange coverage for repetitive sales to one buyer or insure all his medium-term transactions acceptable to insurers.

As a condition of medium-term insurance, the foreign buyer must make a cash payment on or before delivery. The required minimum payment is usually 20% but in the better markets where good credit risks are involved, to meet unusual situations FCIA will accept terms with payments as low as 10%. The exporter also is required to participate in the transaction by carrying 15% of the risk himself. The insurance thus generally covers 85% of the financed portion. Another important requirement is that terms of the credit transactions must be appropriate for the goods, that is, not exceed the terms commercially customary for the product in international trade.

The comprehensive policies—short-term and medium-term—provide coverage for both commercial credit risks such as insolvency or protracted default of the buyer abroad and for political risks. The latter includes losses resulting from actions taken by the government such as restrictions on currency convertibility, cancellation or restriction of export or import licenses, expropriation, confiscation, or from losses due to war, revolution, or civil disturbances. FCIA insurance claims will not be paid, however, for (1) goods not accepted by the buyer, (2) so long as there is a dispute between the buyer and seller, or (3) where the exporter himself is at fault (for example, where the exporter has not complied with his contractual obligations to the buyer).

The standard short-term and medium-term insurance policies become effective with shipment of the goods to the buyer. A contract form endorsement, however, may be attached to extend the coverage during the period of manufacture of the product; this means that losses after the effective date of the contract sale but prior to actual shipment of the goods may be insured for an additional premium.

Risks covered by the insurance policies are shared by Eximbank and FCIA. Eximbank underwrites all of the political risks and currently underwrites 50% of the commercial credit risks, with the member companies of FCIA underwriting the remainder of the latter risks.

Policyholders may file claims for losses incurred directly with FCIA or seek assistance from the local representatives of

the author

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member companies. Proceeds of policies may be assigned to a bank or any other financial institution, with approval of FCIA.

Guarantees provided banks

On medium-term sales, exporters may seek nonrecourse financing from their banks instead of financing with the assistance of FCIA export credit insurance. To help provide such financing—up to 85% of the credit without recourse on the exporter—the Export-Import Bank since October 1961 has provided guarantees to commercial banks where the bank assumes the credit risk on the early maturities of notes. This guarantee system is actively used by some exporters, especially those dealing with major banks in the larger overseas trade. Under the guarantee program, as of January 31, 1963, Eximbank had assisted in financing about $160 million worth of exports.

General requirements for Eximbank guarantees are the same as for the medium-term insurance. The usual minimum cash payment by the buyer is 20% of contract price (in some instances, 10%) and the exporter must participate to the extent of at least 15% of the financed portion of the transaction. The period of repayment must follow the commercially customary terms for the products in international trade. In special cases, Eximbank as well as FCIA will consider more favorable terms, but only when it can be conclusively shown that a foreign competitor is providing more favorable terms with support of his Government's guarantees and the transaction is one which otherwise merits consideration.

As in the case of insurance, Eximbank medium-term guarantees are available in the form of advance commitments. Such commitments are particularly important to firms which must include financing provisions when bidding for foreign business.

Alike in many respects, the medium-term insurance and medium-term guarantees provide alternative channels. There is no consistent cost differential or advantage between the two, and many exporters will find it worthwhile to investigate both channels.

Recent additions to the programs include Eximbank guarantees for U.S. enterprises selling technical and engineering services abroad. Also goods shipped on a lease basis or on consignment awaiting sale, or goods on exhibit at trade fairs or the like may now be covered against political risks. These new guarantees, for which business groups have expressed a need, are available on a case-by-case basis.

The information in this article and the accompanying table, pages 4 and 5, provides a summary of the export credit insurance and guarantee programs, instituted as part of the U.S. effort to increase exports. The information is current as of March 1963, and the cooperation of personnel of the Export-Import Bank in checking the article for accuracy is acknowledged.

Premium rates for the various types of insurance and likewise the fees for guarantees to banks are predicated on the credit terms and country of the buyer. For assessing rates, the Export-Import Bank and FCIA have grouped countries into four risk categories—initially, three—according to the soundness of the market. Experience also has permitted a lowering of rates for many countries. The spread of rates, however, remains large with those for Group D countries (markets with greatest risks) as much as 5 times greater than those for Group A countries (best markets).

U.S. rates compare favorably with those in other countries. Eximbank rates for sales in the better markets are about as low as those in the United Kingdom, France, or Germany, and FCIA's averages rates seem well in line with those in European countries. As Harold Linder, President of Eximbank, recently stated in connection with credit insurance and guarantees ". . . no other country offers better or more flexible assistance than does our own." In some respects, U.S. facilities excel those of other countries. For example, the guarantee program by which Eximbank assists exporters to obtain nonrecourse financing from banks is unique; and most of the insurance systems of other countries do not provide political-risk-only insurance.

Programs stimulate exports

Assistance available to U.S. exporters through the various insurance and guarantee programs is provided as part of the Government's drive to increase exports. Facilities now available have been developed after careful study of the various operations offered by foreign governments and the needs expressed by U.S. exporters. The system, however, is still relatively new and adjustments may be necessary on the basis of additional operational experience. Continuing review of facilities will be made with an aim toward further improvement.

The five programs described here and in the accompanying table supplement other Export-Import Bank facilities by which loans assist in financing U.S. exports.

In other countries, Government-backed credit risk insurance and guarantees have not only helped establish foreign traders to expand their sales, but also have encouraged other firms to enter export markets. The new American system, with its many features to suit the needs of different kinds of business, should likewise enable U.S. exporters to be more aggressive in developing overseas markets. It offers opportunities that all U.S. exporters and potential exporters should thoroughly investigate.

Member Companies of FCIA March, 1963

In partnership with the Export-Import Bank, Washington 25, D.C.

Aetna Casualty & Surety; Aetna Insurance; Affiliated F M Insurance; Allstate Insurance; American Casualty of Reading, Pa.; American Credit Indemnity of New York; American Employers' Insurance; American Home Insurance; American Mutual Liability Insurance; American Surety; Atlantic Mutual Insurance; Boston Insurance; Camden Fire Insurance; Celina Mutual Insurance; Cincinnati Insurance; Citizens' Casualty of New York; Commercial Union Insurance; Consolidated Mutual Insurance; Continental Casualty; Cosmopolitan Insurance; Cosmopolitan Mutual Insurance;

Employers Mutual Liability Insurance; Employers Reinsurance; Export Insurance; Federal Insurance; Fireman's Fund Insurance; Fireman's Insurance of Newark, N.J.; General Insurance of America; Great American Insurance; Hanover Insurance; Hardware Mutual Casualty; Hartford Accident & Indemnity; Home Insurance; Insurance of North America; Lexington Insurance of Lexington, Mass.; Liberty Mutual Insurance; Lumbermens Mutual Casualty; MFA Mutual Insurance; Middlesex Mutual Assurance; Monarch Insurance of Ohio; Mutual Service Casualty Insurance; National Casualty; National Fire Insurance of Hartford; National Union Fire Insurance; Nationwide Mutual Insurance; New Hampshire Insurance; Pacific Indemnity.

Pacific Insurance of New York; Peerless Insurance; Phoenix Assurance of New York; Phoenix Insurance of Hartford; Potomac Insurance; Providence Washington Insurance; Public Service Mutual Insurance; Quaker City Insurance; Reliance Insurance; Royal Indemnity; St. Paul Fire and Marine Insurance; Seaboard Surety; Security Mutual Casualty; Springfield Insurance; Transit Casualty; Transport Insurance; Travelers Indemnity; Tri-State Insurance; United Benefit Fire Insurance; United States Fire Insurance; United States Liability Insurance; Universal Insurance; Washington General Insurance Corp.; Wolverine Insurance; Worcester Mutual Fire Insurance; and Zurich Insurance.

U.S. EXPORT CREDIT INSURANCE

(Prepared in the Bureau

	Short-term Insurance (Up to 180 days)[1]	
	Comprehensive (Political and Commercial) Coverage	**Political Risk Coverage Alone**
Purpose	To enable exporters to extend credit to buyers in friendly foreign countries by covering most of their risks through insurance, and by enlarging their potential capacity to borrow from banks and other financial institutions.	To enable exporters to extend credit to buyers in friendly foreign countries by covering most of the political risks through insurance.
Risks Covered[3]	(1) Commercial risks, i.e. insolvency and protracted default, and (2) political risks, i.e. currency inconvertibility, cancellation or restriction of import or export license, expropriation or confiscation, loss due to war, revolution or civil disturbance.	Political risks, i.e. currency inconvertibility, cancellation or restriction of import or export license, expropriation or confiscation, loss due to war, revolution or civil disturbance.
Type of Goods and Services[5]	U.S. produced merchandise sold abroad for dollars, generally consumer goods.	U.S. produced merchandise sold abroad for dollars, generally consumer goods.
Basis of Coverage	Whole turnover (all eligible exports), or reasonable spread of risks. (Option to exclude shipments to Canada and those covered by irrevocable bank letters of credit).	Whole turnover (all eligible exports), or reasonable spread of risks. (Option to exclude shipments to Canada and those covered by irrevocable bank letters of credit).
Amount of Coverage	85% of losses due to commercial risks; 95% for political risks. Policy subject to overall limit of liability and also to maximum amount of credit outstanding to each buyer.	90% of losses due to insured causes. Policy subject to overall limit of liability and also to maximum amount of coverage in certain countries.
Cash Payment Requirements	None	None
Repayment Period	Credit terms customary for the goods.	Credit terms customary for the goods.
Determination of Creditworthiness	Exporter shipping against discretionary limit specified in each policy must have in his files at least 2 satisfactory current credit reports from reliable sources. FCIA, at request of exporter, may arrange a special limit for a buyer in excess of discretionary limit.	None
Availability of Preshipment Coverage[6]	Yes	Yes
Availability of Advance Commitment	Generally not applicable.	Generally not applicable.
Cost	Variable, according to destination and terms of payment. Cost varies from 0.4% to 1.7%, averaging 0.75% of gross invoice value.[7]	Variable, according to destination and terms of payment. Rates about 2/3 of those for short-term comprehensive coverage.
Who Applies	Exporter	Exporter
Where to Apply	Through local insurance agent, broker, FCIA member company, or to FCIA itself.	Through local insurance agent, broker, FCIA member company, or to FCIA itself.
Administering Agency	Foreign Credit Insurance Assn. (FCIA) 110 William Street New York 38, New York	FCIA

[1] In special circumstances insurance will be provided up to 1 year under short-term policies.
[2] For large jet aircraft, 7 years.
[3] Both insurance and guarantees do not provide coverage when buyer refuses to accept goods, when a dispute exists between buyer and seller, or when exporter fails to live up to his contractual obligations.
[4] Early maturities are defined as first half of the installments of a 1 to 3 year credit or the first 18 months of a 3 to 5 year credit (excluding the 15% retained by the exporter). The later maturities include the remaining installments.

AND GUARANTEE PROGRAMS

of International Commerce)

Medium-term Insurance (181 days to 5 years)[2]		Medium-term Guarantees to Commercial Banks (181 days to 5 years)[2]
Comprehensive (Political and Commercial) Coverage	**Political Risk Coverage Alone**	
To enable exporters to extend credit to buyers in friendly foreign countries by covering most of their risks through insurance, and by enlarging their potential capacity to borrow from banks and other financial institutions.	To enable exporters to extend credit to buyers in friendly foreign countries by covering most of the political risks through insurance.	To encourage banks to increase their non-recourse financing to exporters. Also designed to facilitate the sale of export paper by commercial banks to other financial institutions.
(1) Commercial risks, i.e. insolvency and protracted default, and (2) political risks, i.e. currency inconvertibility, cancellation or restriction of import or export license, expropriation or confiscation, loss due to war, revolution or civil disturbance.	Political risks, i.e. currency inconvertibility, cancellation or restriction of import or export license, expropriation or confiscation, loss due to war, revolution or civil disturbance.	Eximbank guarantees political risks for early maturities and both commercial and political risks for later maturities. Commercial bank assumes credit risk on early maturities.[4] Definition of commercial and political risks are same as given in other columns for insurance programs.
U.S. produced merchandise sold abroad for dollars, generally equipment and other durable goods.	U.S. produced merchandise sold abroad for dollars, generally equipment and other durable goods.	U.S. produced merchandise sold abroad for dollars, generally equipment and other-durable goods.
(1) Case-by-case or revolving credit (repetitive sales) for one buyer; (2) whole turnover (all eligible exports) or reasonable spread of risks.	(1) Case-by-case or revolving credit (repetitive sales) for one buyer; (2) whole turnover (all eligible exports) or reasonable spread of risks.	Case-by-case or a revolving line of credit (repetitive sales) for one buyer.
85% of losses due to either commercial or political risks. (If on whole turnover or reasonable spread of risks basis, 90% of financed portion for political risks).	85% of losses due to insured causes. (90% if on whole turnover or reasonable spread of risks basis).	See "Risks Covered" entry above.
Foreign-buyer provides 20% cash payment; exceptionally, 10% for good buyers in good markets. (Thus, financed portion normally 80% of contract price).	Foreign buyer provides 20% cash payment; exceptionally, 10% for good buyers in good markets. (Thus, financed portion normally 80% of contract price).	Foreign buyer provides 20% cash payment; exceptionally, 10% for good buyers in good market. (Thus, financed portion normally 80% of contract price).
Credit terms customary for the goods.	Credit terms customary for the goods.	Credit terms customary for the goods.
Exporter provides complete description of transaction(s) and credit information relative to buyer(s) and proposed guarantor(s).	None	Eximbank relies generally on credit judgment of commercial bank whose participation is required to be without recourse to exporter.
Yes, primarily for specially fabricated products, granted on merits of case.	Yes, primarily for specially fabricated products, granted on merits of case.	Yes, to exporters, primarily for specially fabricated products, granted on merits of case.
Yes	Yes	Yes.
Variable, according to destination and terms of payment. Cost for case-by-case basis varies from 0.4% to 5.3% of invoice value.[7]	Variable, according to destination and terms of payment. Rates on case-by-case basis generally about ¾ of those for medium-term comprehensive coverage.	Variable, according to destination and terms of payment. Fees are roughly comparable to the insurance premiums under FCIA medium-term comprehensive policies. Charges notified only to banks.
Exporter	Exporter	Commercial bank or other financial institution.
Through local insurance agent, broker, FCIA member company, or to FCIA itself.	Through local insurance agent, broker, FCIA member company, or to FCIA itself.	Exporter applies to his commercial bank which deals with Export-Import Bank.
FCIA	FCIA	Export-Import Bank, Washington 25, D.C.

[5] Guarantees (comprehensive or political) are also available from Eximbank to U.S. suppliers for certain services (including architectural and design, engineering studies and economic surveys). Also political risk guarantees are available from Eximbank to U.S. suppliers for lease of equipment overseas or for consignment of goods awaiting sale, and goods abroad on exhibit at trade fairs etc.

[6] Preshipment coverage is provided by FCIA through endorsement to policies. Basic FCIA policies provide insurance from time of shipment, whereas with contract coverage, protection is also provided while product is being manufactured. As of January 1963 preshipment coverage also became available to exporters for transactions covered by Eximbank guarantees to commercial banks.

[7] These rates, current as of March 1963, are subject to change.

NEED INFORMATION

Businessmen urged to provide detailed facts on specific items for Trade Act bartering

Braderman asks industry leaders to send detailed lists on country and product basis for use in bargaining for tariff concessions in implementing Trade Act

"We cannot proceed without the facts. We must rely on you—the American businessman—to supply them" Eugene M. Braderman, Director of the Bureau of International Commerce told industry leaders attending the Southern California Business Conference last week.

The Trade Expansion Act of 1962 is our best single instrument for opening the door to a freer flow of international trade, but the real task ahead is to translate this law into meaningful results for U.S. industry and trade. To do this, he told the group, we need information from industry in order to do a good job for industry.

The Commerce Department is deeply involved in the preparatory effort. We in the Bureau of International Commerce, with the assistance of colleagues in other parts of the Department, are especially active. It is up to us to develop and evaluate a large share of the information which will be used in determining the U.S. position and in carrying on the negotiations.

This is what we must find out:

❶ On what specific items do you want the United States to bargain for tariff concessions from other countries? Precisely how important are such tariff concessions in opening overseas markets to U.S. goods or in expanding export sales? We want to develop the best possible "want" list. We need this information on a country-by-country and product-by-product basis.

❷ What are the specific non-tariff barriers that interfere with your exports to particular overseas markets? We need examples, with as many facts and figures as you can give us, so that we will know what problems you encounter, and how serious they are. In this way we can decide on the best way to attack these barriers.

❸ What tariff concessions should the United States offer in return for tariff cuts by other nations? On which items should we *not* offer tariff concessions, and why? We must have this information to develop our "offer" list.

"Want" list

Right now in Washington, our most urgent task in preparing for the negotiations is to make up our "want" list. This is the list of items to which we will give top priority when the time comes to bargain for tariff concessions from other nations.

You may wonder why we ask for your specific "wants" when the tariff authority permits reductions on a linear, or across-the-board, basis. The reason is that across-the-board bargaining means different things to different people, and we have not yet decided, with other governments, what the precise procedure will be. We do plan to bargain for mutual concessions of up to 50 percent but not or the item-by-item, country-by-country basis which was practiced in the past.

No one expects every duty within a commodity grouping to be cut the same amount, straight across the board. Exceptions will be proposed on both sides. This is why we want the best detailed estimates U.S. businessmen can give us on the importance of bargaining down tariffs on particular items. We want to be certain to insist that these high-priority items stay in negotiation and are not excluded by the other side.

To get it, the Commerce Department is holding separate consultations with groups representing the various segments of U.S. industry. The first consultations have been held. In all, we will be consulting with about 50 industry groups.

To do industry and the Government the most good, there must be careful preparation for these consultations, both by industry and Government. I suggest that you start your homework right away. Now is the time to begin writing your briefs on what you need in the way of tariff cuts, country-by-country and item-by-item.

I also suggest that you write detailed briefs on the non-tariff barriers you are encountering abroad. Are your export markets limited by import quotas, administrative practices, special taxes or fees on imports, standards or specifications which tend to discriminate against U.S. exporters?

As tariffs are reduced abroad, non-tariff barriers could become *the* limiting factors in U.S. sales abroad. Obviously, it would be unrealistic to clear away tariff barriers, only to have non-tariff barriers nullify our effort.

Need details

You who are hurt by these non-tariff obstacles to trade are the only ones who know specifically what they are and how they affect your overseas business. I urge you to give us the details.

We will use this information in our dealings with other governments and work to have them eliminate or relax their restrictions.

If any of these restrictions are illegal under the GATT or trade agreements or other international rules, I can assure you that our Government will press for their elimination by every means at our command.

Dr. Robert A. Dockson, conference chairman, is chairman of the Los Angeles Regional Export Expansion Council and Dean of the School of Business Administration at the University of Southern California. Keynote speaker was Neil C. Hurley, Jr., chairman of the National Export Expansion Council and chairman of the Board and President of Thor Power Tool Company.

Other speakers and officials active in arranging the conference held March 15th at the Biltmore Hotel in Los Angeles, included Dr. James D. Calderwood, Professor of International Business, Graduate School of Business Administration, University of Southern California; Theodore W. Braun, President of Town Hall and President of Braun & Company; Eric Lidow, President of International Rectifier Corporation; and Edwin Bates, manager, Los Angeles Field Office of the Department of Commerce.

Keen competitive race seen for still-booming European electronic goods market

Assistant Secretary Behrman tells industry symposium of projected moves against tariff and nontariff barriers

Export potentials for U.S. electronics products are expanding with the growth of industry and buying-power in Western Europe, Assistant Secretary of Commerce for Domestic and International Business Jack N. Behrman said at a business-sponsored symposium in Washington on March 19.

"The prospects for more sales are good, but stiffening competition in European markets can be countered only by a strong, sophisticated export drive," Dr. Behrman said. "Tariff and nontariff barriers to trade impede the entry of U.S. goods into some of our best overseas markets. We must negotiate with other nations for mutual reduction of trade barriers, with mutual benefit."

Participating in the Electronic Industries Association's symposium on European markets for electronic products at the Statler Hilton Hotel, Dr. Behrman noted:

Exports contributed $765 million to the U.S. electronic industries' $13 billion sales volume last year, and Western Europe was the biggest buyer. The Common Market alone bought 34% of all U.S. electronic products sold on world markets, and the United Kingdom bought 8%. Other European countries also were good customers.

Rising demand

Western Europe's massive drive for economic progress expands the area's dimensions as a market for U.S. electronic products. In most European nations, production is going up faster than in the United States, and further growth is in prospect.

Production expansion is generating new demands for electronic instrumentation, industrial-control, and production equipment which U.S. industry could supply. Both in the United Kingdom and on the Continent, the drive for greater industrial productivity and efficiency strengthens the potential demand. In the Common Market, persistent labor shortages stimulate industry's interest in automation.

"The sales opportunities are tremendous," Dr. Behrman said. "But we must face the fact that European countries are trading more vigorously with each other. Competition is sharpening."

Both the 6-nation Common Market and the 7-nation European Free Trade Association (EFTA) have low internal tariffs which favor producers inside their respective areas and make it more difficult for U.S. exporters to compete.

The Common Market, which has already reduced internal tariffs by 50% in its step-by-step advance toward completely free internal trade, will make another 10% cut on July 1. EFTA, pacing the Common Market's tariff-reduction schedule, will follow suit.

The Common Market will also adjust its common external tariff, to bring duties still closer to the average national rates. As a result, U.S. exporters will pay higher tariffs in some of their best customer-countries.

Challenge

"Tariffs challenge the ability of our exporters to compete in these and other European markets." Dr. Behrman said. "In some areas, such nontariff barriers as import quotas, administrative practices, special taxes or fees on imports, and standards or specifications, tend to discriminate against U.S. exporters.

"Under the Trade Expansion Act of 1962, the President has broad authority to negotiate with other nations for mutual reduction of tariffs. As tariffs are brought down, nontariff restrictions may become *the* greatest challenge to the competitive ability of U.S. exporters."

Dr. Behrman said that the Administration, in preparation for the forthcoming negotiations, is taking a "close look" at every kind of obstacle which keeps U.S. goods out of overseas markets or makes it difficult for U.S. goods to compete in markets abroad.

The Commerce Department, participating in the preparatory work, is responsible for supplying the President's Special Representative for Trade Negotiations, Christian A. Herter, with full information on U.S. industry's trading problems.

"Industry alone can give us specific information on the problems it faces in selling abroad," Dr. Behrman said.

Belgian firm and its owner lose U.S. export rights

Fail to explain role in diversion of $15,000 GM truck to Red bloc

Tradex S.A., a Brussels import-export firm, and its responsible official, Jean Everaert, have been indefinitely denied all U.S. export privileges for their failure to furnish an account of their handling and disposition of a motor truck exported to them from the U.S.

The Bureau of International Commerce's denial order, dated March 15, 1963, stated that the Bureau has been investigating the alleged diversion to a Soviet bloc destination of a General Motors truck valued at $15,164 which was exported from the U.S. to Belgium consigned to Tradex. A transshipment of the vehicle to the Soviet bloc without Commerce permission would violate the U.S. Export Control Law.

The Bureau said that it requested Tradex to explain its knowledge of the transaction involving the U.S. exported vehicle. Tradex's reply was not responsive to the inquiry.

The Bureau said the order was issued to prevent the Belgian firm from obtaining other U.S. goods while it refused to account for the prior shipment. The order will remain in effect until the Bureau receives a proper response to its questionnaire.

The denial order prohibits Tradex, Jean Everaert, and all other persons and firms related to them from ordering, buying, receiving or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal with them or on their behalf in any such transaction.

Trade Missions to carry U.S. business proposals to 5 European countries

Belgium, Denmark, France, Norway and Sweden will host U.S. missions; answering 6 questions can open new trading vistas to U.S. firms

Businessmen interested in trade prospects in Belgium, Denmark, France, Norway and Sweden are invited to use the free Business Proposal service provided by U.S. Trade Missions which will soon visit these countries.

If you have a product or service to sell, if you're looking for an agent or distributor or if you are interested in some other business arrangement in any or all of these countries, let the Trade Missions do your footwork for you. All you need do is write to the Director, U.S. Trade Mission to (name of country), Trade Missions Program, BIC, U.S. Dept. of Commerce, Wash. 25, D.C. (A separate letter is required for each country.)

Business Proposals will be printed in booklet form and distributed to the business community before the Missions' arrival. These booklets will contain your only proposal, not your firm's name or address. Mission members will discuss the Business Proposals with interested businessmen during their visits.

The Mission Director will notify you which firms were interested in your proposal(s).

To submit a Business Proposal, please answer all the following 6 groups of questions on company letterhead and submit them, together with a carbon copy, to the address identified above. Deadline dates for Business Proposals are: France and Sweden, April 1; Denmark and Norway, April 5; and Belgium, April 15.

❶ What products or service do you wish to sell (provide) or purchase (offer)?

❷ Do you wish to export directly? Do you wish to appoint an agent? If you are interested in appointing an agent, please describe the type of agency arrangements you desire and whether this agent will be your exclusive representative in the country or region. The Trade Mission will not endeavor to locate a substitute for an exclusive agent.

❸ Do you wish to import for your own account or to act as an agent?

❹ Are you interested in a direct investment or joint venture? If so, describe your proposition briefly, including whether your contribution will consist of one or more of the following: materials and equipment; know-how and services; capital.

❺ Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a brief description of the agreement you would consider.

❻ What type of company is best qualified to transact your business?

Support your Business Proposal with information and enclosures necessary to make the most effective selling approach. This may consist of data regarding the size and scope of your firm, credit references, catalog pages, prices and other information which describes your product or service. You may mention firms with which you are presently doing business in the country to be visited. Price information should include CIF quotations, if possible.

If you represent several firms, you may submit a separate Business Proposal for each client.

If your firm offers a wide variety of products, summarize them by commodity group.

As these Business Proposals must be shipped abroad and transported by the Mission throughout the country visited, please limit your enclosures. You can furnish additional material when the Trade Mission advises you of a contact established.

To avoid delay, please refer your Business Proposals and your inquiries directly to the Trade Missions Programs, BIC, U.S. Department of Commerce, Washington 25, D.C. rather than to the Office of Small Business, Agency for International Development.

Pakistan Seminar Rescheduled

The Second Annual Businessmen's Seminar, originally scheduled for the first week in March, will now be held from April 18 to April 21, at the Patiala Grounds, Lahore, Pakistan. U.S. businessmen interested in attending may contact the Secretary General of the Businessmen's Seminar, 7 Jodha Mal Road, Patiala Grounds, Lahore, Pakistan.

Two new industrial sites readied by West Berlin

Significant progress is being made in the preparation of new industrial sites in West Berlin. During 1963 and 1964 extensive areas in the Berlin districts of Neukoelln and Charlottenburg-Nordost will be placed at the disposal of firms desiring to establish new plants. With interest in Berlin investments increasing, the current demand for such newly-opened industrial sites is great.

The larger of the 2 sites now in preparation is the one in Neukoelln. When completed it will measure a total of 96 acres, most of which will be available this year. The Charlottenburg area is earmarked for the use of medium-sized industry and will measure approximately 45 acres. A third new site covering 15 acres is also contemplated.

The preparation of these sites is being financed from a special supplemental fund of $1.25 million provided by the Berlin Chamber of Deputies in addition to the $1 million available from normal funds budgeted for this purpose.

New specifications for hydraulic brake fluid set

Prompts exporters to sell reliable products overseas

New specifications for hydraulic brake fluids which went into effect on March 4 present a challenge to U.S. exporters to sell a safe, efficient and economical product abroad.

U.S. products may compete with ones sold at a lower price that are neither safe nor efficient. Some competitive products may boil away when the brakes become heated, as in mountain driving, and require frequent replacement even if no accident is caused.

Low-priced competitive fluids often cause corrosion, deterioration of rubber parts, and gumming and clogging of the brake system necessitating expensive maintenance and repairs.

Safety, efficiency

The new specifications, published by Secretary of Commerce Hodges in compliance with Public Law 87-637, require hydraulic brake fluids shipped in interstate commerce to be safe and efficient.

In testimony before a Congressional committee, it was shown that unsuitable brake fluids were a cause of serious automobile accidents. Also, a significant number of brake fluids on the U.S. market did not meet the reqirements of the standard promulgated by the Society of Automotive Engineers and used for the brake fluid in all new cars.

The Federal Government has long purchased brake fluids for its own motor vehicles, both civilian and military, under Federal Specification VV-H-910 which is even more stringent in some respects than the present specifications promulgated by the Secretary.

Some 26 different brake fluids have been fully qualified under the Federal Specification. This indicates that no technical problems are involved in manufacturing a safe and efficient fluid and that the price paid by the Government is reasonable.

Exporters who sell abroad only those brake fluids which comply fully with the standards they must meet for domestic sales will build for themselves and the U.S. industry a reputation for integrity and fair dealing. This reputation in the long run will promote their sales abroad and will offset any losses of orders where price alone is considered.

The new specifications were published in the *Federal Register*, Dec. 4, 1962. Copies are available from the Associate Director, Office of Technical Services, National Bureau of Standards, Washington 25, D.C.

U.S. helps Florida firm's Argentine investment study

A Florida firm interested in producing prestressed concrete in Argentina has concluded an agreement with the Agency for International Development for a preinvestment survey as part of AID's program for encouraging private investment abroad.

Under the agreement, the American Concrete Crosstie Corporation of Tampa, Florida, will conclude its survey by May 15. If it decides on the investment, it will pay the entire cost. But if it should decide against investing, AID will bear half the cost, up to a maximum of $8,200.

American Concrete Crosstie is exploring the possibility of a joint venture with Argentine interests, involving a total initial investment of $647,200. This would be in keeping with the Alliance for Progress.

Texas store exports mink for the maharani

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Chicago—If a Maharaja is looking for a pair of white mink, ranch tailored cowboy chaps for his Maharani, he can order them from the Neiman-Marcus catalog for $1,850.

Now, the balance of payments is not likely to tilt because of what this swank United States store does in export, but these merchants of Dallas, who send catalogs to the international casino and yachting set, are as zany in their selling as they are in buying.

We met Stanley Marcus in Bangkok one muggy, wet evening ten months ago while he padded around the patio of Ambassador Kenneth Young during ceremonies opening the United States Trade Center.

"I came over to look at the silks," he told us. "and just to see what's new."

Old Chinese junks turned out to be what's new, that's what, and happily enthusiastic, Stanley Marcus returned home to feature them in the Christmas catalog.

They are available at $11,500 each, F.O.B. Dallas, complete with extra accessories of champagne glasses ($78) and a Chinchilla wrap ($7,950, including Federal tax) for the lady who gives the captain orders.

"We sold six," Mr. Marcus told us the other day. "One was delivered to the port of Amalfi and another to Monaco."

In the mail order business Neiman-Marcus and Sears do not run on the same turf. One measures in furlongs, the other in acres, but Neiman-Marcus have a champagne catalog, diamond laced and set in rubies.

Neiman-Marcus will arrange at an additional cost of 1 percent for a transaction to be kept a cross-your-heart, honor bright secret.

"Should you wish to purchase something for a king, shah, maharaja or prime minister," says Mr. Marcus blandly "and desire confidential treatment, you may send the order to department G-7, where it will be filled and then billed only by telephone.

"We get mail orders from people everywhere in South America and Europe. Some of these customers are Americans living abroad, but most are nationals of their own country who have become acquainted with us while visiting the United States.

"Recently we had an order to deliver a mink coat to a customer in Milan who preferred to buy one from us than have one made in Italy. We sell, for instance, oxford suits, the finest made in the world, to a Japanese fabric importer in Kyoto.

"Once foreigners have been through our store, and understand our quality, we have little or no difficulty in selling them through the mails thereafter."

This isn't mass approach to export, but it's diverting, just this once, not to hear of forbidding wage rates and to look at $27,500 sapphire rings being sold through a catalog for la dolce vita on San Remo beaches.

If Stanley Marcus, a serious bon vivant, can, as reputed, spot one off-year grape in a bottle of 1926 Chateau Brane-Cantenac, he also has unfailing taste in the elegant merchandise that has given Neiman-Marcus a special character all its own.

First-day sales $118,000 at automotive service show

Six European firms interested in $15,000 dynamometer; 31 steam cleaner units reported sold during first week

By C. ALPHONSO SMITH
Staff Writer

Frankfurt, Germany. The 43 U.S. firms exhibiting at the Automotive Service and Maintenance Equipment Show at the Trade Center in Frankfurt are finding Europe a good market for their products.

Firm sales on opening day of the March 12-29 show totaled $118,000. The sales continued strong throughout the first week as a steady stream of German, Danish, Swiss, Dutch, Belgian, Austrian and French businessmen came, saw and bought.

Six European firms showed buyer interest in the highest priced piece of machinery at the show—a $15,000 dynamometer which simulates road conditions in subjecting an automobile to an infinite variety of tests. High-ranking German army officers also showed interest in the machine.

Volkswagen, Volvo, Mercedes and Daimler were among the European car manufacturers who kept the Sun Electric Corp. representative busy throughout the week demonstrating the dynamometer. Sun Electric Corp., Chicago, represents the Maxwell Sales and Engineering Co., West Chester, Pa., manufacturers of the machine.

Two, and perhaps three, sales of the dynamometer, are expected.

Another impresesive sales figure was reported by the representative of the Valsan Co. of New York; 31 Electro-Magic Steam Cleaners at $400 each were sold during the first week.

Richard H. Henry, vice president and export director of Spray Products Corp., Camden, N.J., also reported sales and considerable interest in his firm's pressurized Starting Fluid which is used in starting tractors and diesel engines in extremes of cold, humidity and dampness.

Spray, a small firm with 11 employees, has also exhibited at the Bangkok Trade Center and plans to participate in the Automotive Maintenance Show at the London Center in May. The firm, which started from scratch in 1960, now sells its products in 32 countries and has outlets on every continent, according to Henry.

Of the 43 exhibitors at the show, 35 had agents or distributors and were seeking increased sales. Some 65% of those displaying their products had their literature printed in German.

The automotive equipment show marks the 3rd exhibit staged by the Frankfurt Center since its November 1962 opening. An electrical appliances show formally inaugurated the Center and was followed by a toys and games display. A boating and boating accessories show is scheduled for late April.

INDOOR TURNPIKE—A technician demonstrates the Sun Electric Company's $15,000 dynamometer at the Automotive Service and Maintenance Equipment Show at the U.S. Trade Center in Frankfurt. Six European auto firms showed interest in the machine, which subjects cars to simulated road conditions.

Modern farming to be in limelight at Brno exhibit

U.S. manufacturers of products used in agriculture will have an opportunity to show their wares in Czechoslovakia when the United States stages an official exhibition in Brno next fall.

The exhibition will be held September 8-22, during the Brno International Trade Fair. It will be staged by the Department of Commerce's Bureau of International Commerce in cooperation with the U.S. Information Agency.

Theme of the 1963 exhibition will be "U.S.A. and the Farm," showing how the productivity of the farmer benefits the entire American population through effective packaging, distribution, and merchandising.

U.S. manufacturers whose products can support this theme are encouraged to participate. Canning and packaging equipment, and automobile passenger cars and farm vehicles—including trucks and station wagons with power equipment—are examples of products which could be displayed at the fair.

Information can be obtained by writing to Exhibits Participation Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or contacting any Commerce Department field office.

Tripoli fair adds to export sales despite earthquake

Prospective purchasers reported for all items exhibited

Despite an opening marred by an earthquake, the U.S. Exhibition at the Tripoli International Trade Fair, closing Mar. 28th, has become an overwhelming success.

The Fair opened during a period of national mourning for victims of the country's recent earthquake. The first week all special ceremonies and festivities were canceled. In the Fair's second week, however, a spirit of rejuvenation pervaded the air as thousands of Libyans thronged into the pavilions. With more than thirty countries participating, the American Pavilion was among the most popular, attracting up to 37,000 visitors a day.

The exhibit sales officer reported up to four prospective purchasers for nearly every item in the show. In addition, negotiations are underway with several new Libyan agencies to distribute U.S. products in Libya.

Theme of the U.S. Exhibition was "New Paths to Progress." U.S. achievements in industry, agriculture and education, adaptable to the Libyan economy and pointing up accomplishments possible under the U.S. free enterprise system, were demonstrated.

The most popular demonstrations included orange juice extracting, poultry raising, egg handling and peanut processing. The exhibit of advanced design U.S. toys, highlighted by a deluxe model electric train, was a showstopper.

Northwest Canadian exhibit set next month in Edmonton

The Northwest Canadian Trade Fair, designed as a showcase for Canadian and international business and industry, will be held April 22-27 in Edmonton.

The event will be held in the new $1.5 million Sportex Building. The fair, now in its 3rd year, is sponsored by the Edmonton Exhibition Association, Ltd., Edmonton, Alberta.

WALKIE-TALKIE SCORES—This U.S. walkie-talkie, displayed by the Heath Co., was the hit of the communications equipment exhibit in the U.S. Pavilion at the Tripoli International Trade Fair.

International Technical Exhibition to take place next fall in Turin

Fair to offer export opportunity for quality products; some 20 general categories of exhibits scheduled

U.S. firms have been invited to participate in the 13th International Technical Exhibition in Turin, Italy, Sept. 19-30.

Participation is open to Italians and foreign manufacturers and craftsmen displaying goods of their own manufacture, to dealers and agents and Italian and foreign firms authorized by their principals—provided the products are shown under the manufacturer's name and by a single firm—and to enterprises, associations, firms and institutes recognized as promoters or organizers of the principal activities connected with the types of goods displayed at the event.

Products normally exhibited at the fair fall under the following general categories:

Metallurgy-foundry, general mechanical engineering, office machines and equipment, industrial machinery and equipment, machine tools and small tools, electrical engineering, electronics, electro-medical equipment, nuclear energy, plastic materials, rubber, paints and adhesives, cinematography, photography, optics, agricultural engineering, building construction and road making machinery, and technical public publications.

Display and comparison

The show's major objective, according to fair officials, is the display and comparison of the latest advances in technical machines and equipment.

Nevertheless, reports the U.S. Consulate in Turin, export prospects exist for U.S. products that can compete in price or for products that are superior enough in quality to foreign products to offset higher U.S. prices.

Additional information is available from fair officials at Corso Galileo Ferraris, 60, Turin; cable address: SALTECNICA, Turin.

First 'E' award winners continue to set pace in finding new export markets

New markets located, more U.S. products shipped overseas; trade conferences, meetings and the printed word draw more firms into the export picture

Had greatest export sales volume in our history . . . now sell in 110 countries . . . new overseas offices opened . . . initiated new foreign trade programs.

Comments such as these have recently come to INTERNATIONAL COMMERCE from the first group of "E-for-export" winning firms and organizations as the anniversary of the March 28, 1962 presentation by President Kennedy and Secretary Hodges at the White House rolls around.

- A New York textile firm, Dan River International Corporation, found 1962 to be "one of our biggest years for exports, although it was a new postwar low for the export of cotton goods in general."
- C. G. Hokanson Co., Inc., the Los Angeles producers of ground-support air-conditioning systems for aircraft, has stepped up the tempo of its export business. From its first overseas sales in 1958, the firm has built a record volume and product acceptance around the world.

President Hokanson opened a European office in Koblenz, Germany. Mobile equipment sales for passenger jet aircraft continue on all 6 continents, including new orders from Italy, Nigeria and Kuwait.

- By way of contrast, the export activities of the Industrial National Bank of Rhode Island are steeped in history. This "E" winner operates under a charter granted in 1791 to The Providence Bank. Then, bank officers handled a variety of transactions in whale oil, spices, sugar and rum for New England merchants and ship captains.

Today, America's second oldest bank, with its network of statewide branches, has a specific department to handle overseas trade transactions. Begun in 1921 to meet the specific needs of export-minded firms in Rhode Island, eastern Connecticut and southern Massachusetts, the Bank's International Department has developed worldwide banking contacts to facilitate foreign trade.

Export trade is financed through loans and advances against shipping documents and letters of credit issued on behalf of Industrial National by its 460 banking correspondents in countries around the globe.

In helping its clients do business overseas, the bank actively participates in the export expansion program. The International Department staff helped to coordinate and also lectures at "A Practical Course for Exporters" which is attended by some 60 new exporting firms in the Providence area. Bank officials address statewide meetings. Customers are alerted to specific trade opportunities such as appear in INTERNATIONAL COMMERCE.

As one phase of its export role, bank officials help to organize an annual Rhode Island world trade conference. Scheduled for March 19 this year, some 200 registrants heard banking officials, international marketing experts, editors and Government representatives speak on the Common Market and the U.S. balance of payments, marketing, financing and impressions from a trip to the U.S.S.R., while panel sessions were devoted to problems confronting exporters and importers.

Guidance

Many businessmen stream into the offices of the bank to consult about exporting problems. Bank officials encourage these visitors to realize the export potential for their products and lend them all possible assistance.

Industrial National also encourages other banks, without their own specific

DESTINATION—LATIN AMERICA: Six Le Tourneau-Westinghouse Haulpak trucks are loaded on a barge at Peoria, Ill. for transport to New Orleans and then to Venezuela for duty at the Orinoco Mining Co., a U.S. Steel subsidiary. Right, a roomful of San Leandro, Calif. manufactured Friden calculating machines is prepared for shipment to Lima, Peru. 20% of the firm's output now goes into foreign trade, just double what it was earlier.

DISPLAYS AND EXHIBITIONS: India's 2,000 booksellers and 45 universities represent a major export market for McGraw-Hill textbooks. Right, the International Aisle at the 1962 Chicago International Trade Fair. 25 nations provided pavilions. Much of the exhibit space was devoted to export trade.

foreign departments, to come to them for guidance in setting up such a department. According to H. F. Koller, Vice President of the International Department, the bank already has helped a number of domestic correspondent banks initiate foreign departments.

● As the first manufacturer of heavy construction equipment to receive an "E" award, LeTourneau-Westinghouse Company of Peoria, Ill., ended 1962 with the greatest export sales volume in its 32 years of exporting.

For 1963 the company has a sales target which is 10% over 1962, Paul E. Fulford, Vice President-International Operations says.

To increase the effectiveness of its overseas marketing effort, the company is adding foreign spare parts depots and several sales and service representatives.

● In California's San-Francisco-Bay area, the San Leandro Chamber of Commerce initiated a major year-round program of export assistance to local industries in 1961.

New exporters

The Chamber has continued to hit the export trail, according to General Manager Frank M. King—with World Trade Week activities, new stories based on Department of Commerce export information, and meetings keyed to the importance of trade fairs, export trade and the role played by airlines and so forth. At a forthcoming major clinic, banking experts will discuss banking problems in terms of world geographic areas.

Since winning its "E" the Chamber has helped 15 additional firms enter the export picture. Anaconda Wire & Cable Co. made its first San Leandro-based exports as did the André Paper Box Co. and Avansino-Mortenson & Co. which ships horticultural products and orchid plants through wholesalers and growers.

Other firms now actively exporting include Higgins-Magee Printing Ink & Chemical Corp. which is exporting to Mexico for the first time and International Harvester which will consolidate its production facilities to serve the entire western Pacific market as well as the Orient. One-third of International Harvester's employees will be engaged in world trade activities.

For March 21, the Chamber scheduled a "town affiliation" campaign with Ribeirão Prêto, Brazil, selected as the Latin American counterpart to San Leandro. The Chamber emphasized to exporters the opportunity the sister city provided in their becoming export-oriented to Brazil.

In its "people to people" program which took 2 years to develop, the Chamber invited the Brazilian Consul General in San Francisco, His Excellency P. Pinto da Silva, to participate in the ceremony carried over long-distance telephone lines to Ribeirão Prêto.

● World trade activities for the Chicago Association of Commerce and Industry go back to 1904.

Articles covering the 26th successful Chicago World Trade Conference of March 4-5, sponsored by the Association and the International Trade Club of Chicago, have recently appeared in INTERNATIONAL COMMERCE.

Since its "E" award, the Association has arranged additional trade mission flights to Europe with 3 airlines and a new Research and Development Council has been formed.

Plans are being made for the fifth annual Chicago International Trade Fair, also sponsored by the Association, to be held late in July and continuing through early August. It is anticipated that the 1963 Fair will be bigger and better than ever before. More than 600,000 persons attended the 1962 event. Much of the exhibit space is devoted to export trade development and the association provides all display facilities and the staff.

● When the International Division of McGraw-Hill Book Company was founded in 1946, U.S. college textbooks were scarcely known beyond the U.S., its Possessions and the Philippines.

At the time McGraw-Hill received an "E" award, its texts were sold in 98 countries, today they're sold in 110. Sales offices have increased from 12 to 14 with the addition of new facilities in Bangkok, Thailand and Bogota, Colombia.

The number of traveling representatives in Asia, Africa and Latin America has risen to 19 and subsidiaries in London and Toronto, that market books in Europe and Canada, also expanded their operations.

The book firm now has successfully launched a program to encourage the teaching of English as the second language in foreign countries. The first two language books in the series were published the latter part of 1962 with four additional books scheduled for 1964.

Some 100,000 copies of the first English text were exported to the Dominican Republic, with substantial numbers of

copies also going to Costa Rica, Ethiopia and Thailand.

• Scripto, Inc. began in Atlanta, Ga., in 1942 with a patentable idea—a long lead mechanical pencil. Later, ball pens, fountain pens and cigarette lighters were added and the firm grew to be a leader in the industry.

Export sales from its home office were only a small part of the company's total sales in 1949. These have made impressive gains as well-briefed company representatives got in touch with international buyers in this competitive field.

Where imports are prohibited in potentially good markets, Scripto enters licensing agreements. Elsewhere, the firm has set up independent divisions.

Good outlook

Active promotion and advertising of its products continues in all areas of the world and sales activities have been expanded in the Far East, particularly in Japan and the Philippines.

"The export outlook is good and we are ever alert to its possibilities," Vice President Ramon Alvarez comments.

• As the first magazine to win an "E" award, the weekly *Steel* has continued to expand its efforts to help U.S. metalworking companies grow in international markets, Editor Walter J. Campbell reports.

More than 5,000 column inches were devoted to coverage of overseas news, trends, developments, ideas, market reports and "how to" articles in the last year.

International Editor George J. Howick spent 5 weeks in Japan late in 1962 interviewing executives in more than 130 companies for articles on export opportunities in Japan for U.S. metalworking firms and comprehensive articles on Japan's steel, auto and machine tool industries.

A weekly 2-page column "Metalworking World" continues to report on economic, technical and political trends in major market areas for U.S. products, together with export opportunities for metalworking executives.

Interviews with members of U.S. trade missions are published and editorials continue to urge that more metalworking companies take advantage of openings in international commerce.

GREECE-ITALY FERRY

Ferry service between Brindisi and Piraeus (Greece), with stopover at Corfu, will start next June. The service will be operated by the British company Marifortuna Naviera.

U.S. grants Laos $13 million to buy essential imports

Procurement will be limited to U.S. and underdeveloped nations of the Free World; AID will help contact Laotian importers

By LEROY WEHRLE

Deputy Director, U.S. AID, Laos

The U.S. has agreed to grant the Royal Government of Laos $13 million to finance essential imports.

Importers will proceed through normal commercial channels to obtain essential goods on the approved list of commodities agreed to by the U.S. The goods must be purchased from the U.S. or non-bloc underdeveloped countries.

The National Bank of Laos will make its own foreign exchange available to meet the commercial letters of credit opened by importers after they have obtained authorization from the National Bank.

The U.S. and the Royal Laos Government will then check the goods as they arrive in Laos, to ensure conformity with invoices and exchange licenses. If the goods are from the specified source countries, are on the approved list of commodities, and if they conform to the values and types of goods specified on the invoice, the U.S. will request a United States bank to reimburse the Lao National Bank for the goods.

The U.S. will finance up to $10 million of needed goods in the above manner, plus $3 million worth of petroleum products.

These commodity categories are eligible for financing under the new U.S. Import Program for Laos: bread grains, fats and oils, sugar, dairy products, seeds, tobacco, pharmaceuticals, fertilizers, DDT, textiles, lumber, paper and paper products, cement, glass, wire, steel tubes, pipes and fittings, hand tools, aluminum, copper, and bronze products, generators, engines, mining and pumping equipment, air conditioning and refrigerating equipment, motor vehicles, engines and parts, trailers and servicing equipment, tractors and parts, barges, tow boats, professional instruments and supplies, tires and tubes, and rubber products.

Rubber products, pharmaceuticals, and agricultural products will be restricted to U.S. procurement.

Interested U.S. firms should alert their agents in Laos, Hong Kong, Thailand and South Vietnam and have them contact the relevant importers in Laos. Firms that require assistance in making initial contact with Lao importers are encouraged to work through the Commercial Officer of the American Embassy or the Trade Officer, AID, Vientiane, Laos.

After contact has been established between the 2 parties, they can conduct their business in the usual manner. Information concerning general economic conditions in the Laos market may be obtained from the Far Eastern Division, Office of International Regional Economics, Bureau of International Commerce.

AID backs study of Thai furniture plant

2d investment-survey in Thailand; U.S. underwrites half of cost

The Agency for International Development has approved an investment survey to determine the feasibility of establishing a furniture factory in Thailand. The survey is the fifth to be authorized in the Far East under AID's program to promote overseas investments.

Under terms of the agreement, AID will underwrite half of the estimated $5,300 cost of the study to be undertaken by the Crawford Furniture Manufacturing Corporation of Jamestown, N.Y. If the firm decides not to go through with the project, the survey report becomes the property of the U.S. Government. If the company goes ahead with the project, AID's share of the survey cost will be refunded.

Thailand has been selected for a special pilot project of industrial development. After investigation with the Thai Government, AID picked 5 industries for special emphasis. In addition to furniture and wood products manufacturing, production of small gasoline engines, water pumps, heavy hand tools, and small diesel engines will be stressed.

This is the second such survey in Thailand. The other is a study of the feasibility of setting up a paper mill and box factory near Bangkok.

Austrian economy continues steady, moderate expansion; bad winter has mixed effect

Liberalization measures should boost imports from U.S.; national taste turns to higher quality goods; investors wary; record tourist receipts almost offset commercial trade deficit

The Austrian economy grew at a real rate of about 2.5% in 1962, and the overall outlook for the months ahead indicates a continuation of about the same growth rate, according to the U.S. Embassy in Vienna.

Those sectors of the economy particularly affected by weather, principally the construction trades and related industries, terminated operations prematurely following the advent of winter in mid-November. Seasonal unemployment set in earlier and has been more pronounced than in preceding winters. Tourist traffic and transport activities also were hampered in some areas. On the other hand, energy consumption rose spectacularly, and supply difficulties grew with regard to electric power, gas, and water as the winter progressed.

Private demand for goods and services continued lively throughout the autumn and was particularly strong before Christmas. Foreign trade maintained a high level, with imports expanding more vigorously than exports. While a number of additional measures were adopted to facilitate imports, Austria's exports are causing growing concern, particularly since expectations for an economic arrangement with the Common Market in the near future have recently been dampened.

The slowdown in investment activities and the announced availability of European Recovery Program counterpart funds curtailed demand for bank credits. The economy's increased year-end cash requirements could easily be met with the bank's large amounts of surplus liquidity. The country's favorable balance of payments prompted the National Bank for the second time in the year to facilitate capital exports and increase the tourist currency quota for residents traveling abroad.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

December consumer prices were 2% higher than a year earlier. Wage increases during the autumn and winter months were somewhat less pronounced than earlier in 1962.

U.S. trade

Austrian imports from the U.S. in the first 11 months of 1962 totaled $80 million with purchases from the U.S. increasing considerably in the second half of the year. The increase was particularly pronounced in the period September-November, rising 19% over the corresponding 1961 level.

As the Austrian Government is likely to continue its trade liberalization policy and domestic consumption will probably remain at least at the current high level, chances of U.S. products on the Austrian market are believed to be very good in the period ahead.

Austria's exports to the U.S. showed no sustained month-to-month trend during 1962. Total shipments for the first 11 months, however, registered a 7% increase and were valued at $46 million.

With a 20.5% increase in the number of nights spent by foreign tourists in Austria and a 30% increase in foreign currency earnings from tourism over the preceding year, new record highs were reached in the 1961/62 tourist year which ended on October 31, 1962. Net foreign currency earnings of 7.2 billion schillings from tourism (about $278 million) virtually covered Austria's commercial trade deficit of 7.3 billion schillings incurred during the same period. Foreign exchange receipts accrued in the preceding tourist year had covered only 72% of that year's trade deficit.

Foreign tourists spent nearly 36 million nights in Austria, 81% thereof were accounted for by tourists from EEC countries (79% from West Germany). About 8% were accounted for by tourists from other EFTA countries, and U.S. tourists accounted for about 2%.

In November, Austria took over $10 million of 4.5 percent Fifteen Year Bonds of 1962 of the IBRD. Although the issue allegedly was of little appeal to private investors, the event was considered a milestone in Austrian capital market history, as it was the first foreign bond issue placed in Austria since the end of the Austro-Hungarian Monarchy.

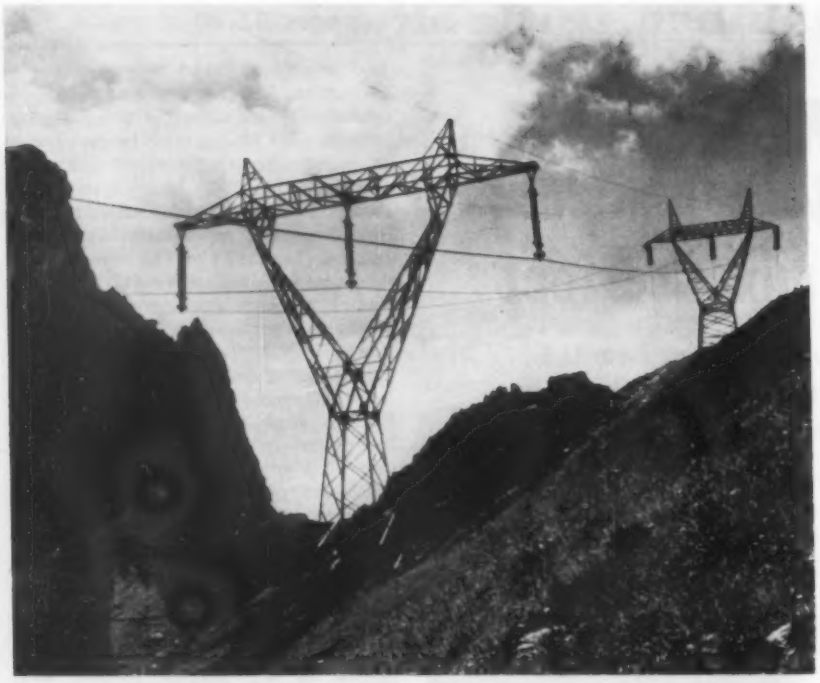
Industry

Weaknesses within the iron and steel, paper, and most of the capital goods manufacturing industries became more distinct toward the end of the year, and total industrial output expanded a moderate 3% during the year. The high level of private consumption, largely of nondurables, has recently replaced exports as the more important element in sustaining industrial activity.

A major factor thwarting a faster advance of industrial production is the structural inflexibility of Austria's industry, currently aggravated by an increasingly cautious investment policy which hampers a more rapid adjustment to changing demand patterns both at home and abroad.

Certain consumer goods industries, such as textile, garment, leather, and food processing industries coninued to expand at a relatively steady rate of about 7% (compared with an annual average of 4% during the preceding 5 years), but manpower shortages continued to limit more rapid growth.

On the other hand, output of the iron and steel, and the engineering industries,



OVER THE TOP—Austrian power lines cross the Alps into Italy. The tower at left is in Austria, and the other is across the Italian border. The jagged lines at the lower left are the remains of World War I trenches. Austria is the world's leading net exporter of electrical energy. (World Bank Photo)

fell almost 2% below the corresponding 1961 level, after an annual 7% increase during each of the preceding five years.

Divergent trends are also observable within the construction trade. Manpower shortages and the weather-shortened building season in 1962 hampered residential building, and a considerable portion of orders remained unfilled. Other segments of the construction trade, such as highways and hydro-power stations, in which the high degree of mechanization would have easily permitted a notable expansion of activities, were affected by capital shortages.

Total energy supplies have been running markedly above 1961's level, with petroleum products and electric power recording the largest gains. Consumption of electric energy, which doubled over the past 10 years, increased in line with the long-term upward trend. Investment plans of the Austrian electric power companies are based on the continuation of this trend in future years. In 1962, Austria's net exports of electric energy amounted to about 2 billion kilowatt hours, thus making Austria the number one net exporter of electric energy in the world.

The decline in crude oil production, observable since 1955, was checked in 1962. The declining trend in coal production, traceable to growing competition from other energies, came to a halt in 1962, primarily due to increased demand caused by the severe winter.

Although the iron and steel industry, which exports half of its output, continued to operate at a high level, future prospects are uncertain.

Developments within the various sectors of the automotive vehicle industry continued weak and uneven. While production of trucks and motor scooters and bicycles showed some improvement, output of passenger cars dropped below 1961 levels.

The chemical industry continued its steady upswing, with fine chemicals leading the way. Brisk business was reported in the textile, garment, and leather processing industries, which continue to be stimulated by strong foreign and domestic demand.

The paper industry, which normally exports 50% of its production, has been facing intensified competition from Scandinavian and overseas producers. Together with sizable loan servicing commitments, this sharper competition has placed the industry in a tight financial squeeze.

Industrial circles do not expect a major change in overall production in the first half of 1963. Barring some special stimulus, like an anti-recessional budget there is little likelihood for an early upturn in investment activities. Thus, further growth of output will depend heavily on a continued expansion in consumer spending.

Contrary to earlier estimates, the slight second quarter pick-up in transport activities became stronger. During the third quarter, freight and passenger traffic rose 4% and 10%, respectively, above the corresponding 1961 levels.

Although adverse weather impeded Danube River traffic more strongly than in previous years, during the first 11 months of 1962 the volume of freight carried by the Austrian Danube shipping companies, DDSG and COMOS, remained virtually at 1961 levels.

Figures on the Austro-Soviet combined Danube River-ocean service, continue to show a modest volume of activity. From April 4, 1961, when the service was instituted, until the end of 1962, a total of only 20,300 tons of freight were carried. Extended operations are expected to result from an increase in the frequency of service out of Iszmail and through lifting of the minimum weight restrictions now applied by certain ports.

Foreign trade

During the fall of 1962, Austria's foreign trade continued to grow in volume and value, though at a somewhat slower pace.

The trend, noticeable since last summer, of imports expanding faster than exports became more pronounced from September through November. Imports were about 11% higher than in the comparable 1961 period, whereas exports rose only 5%.

To some extent the accelerated growth of imports is believed to reflect the removal of certain trade barriers during 1962. The extension in import liberalization levels vis-a-vis OECD and GATT countries, as well as the increase in global import quotas, apparently provided a more decisive stimulus to Austrian imports than the implementation of various tariff cuts.

The Austrian Government implemented a number of additional foreign trade measures on January 1, 1963. The most important among them were the extension of the country's GATT liberalization to the OECD level, which presently stands at 93%, and the simultaneous inclusion of about 60 additional commodities into the revised liberalization list.

Major items added to the list include automobile tires, disinfectants, fruit pulps, tobacco, pesticides, some agricul-

tural machines, certain chemicals and drugs, resins, vegetable and animal oils, container bags, gasoline mixtures, certain tools, specified vehicle parts, spark plugs, metal furniture, certain toys, and inked ribbons.

Imports of slaughtered poultry from the U.S. and Canada remain subject to licensing, whereas such imports originating in the other OECD countries have been liberalized.

Some quotas raised

Global quotas for non-liberalized imports were also increased by 10%. This is the third extension since the beginning of 1962 and raises current global import quotas for the first 6 months of 1963 by 72% above the quotas of January 1, 1962. While such quotas in the past referred to imports from OECD countries only, they now also apply to GATT imports.

The latest reduction of internal EFTA import tariffs by another 10% (to 50% of the original level) was effected on December 31, 1962.

The combined effect of all these tariff cuts and liberalization measures, together with the eventual need to replenish manufacturers' raw material inventories, is expected to contribute to a faster growth of Austrian commodity imports in the near future.

On the other hand, several factors suggest that the export growth rate may stabilize at a rather modest level during the first few months of 1963. It has become increasingly difficult for domestic industries to adjust to the rapidly changing production and demand patterns on international markets. Moreover, increased tariff discrimination expected from the EEC, which takes up three-fifths of Austrian exports, and the prospect of an April increase in the equalization tax levied on goods imported by the German Federal Republic (which takes up 28% of Austria's total exports) are expected to cause growing difficulties for Austrian exporters.

Liquidity grows

The favorable development of Austria's balance of payments contributed to a further rise in bank liquidity, of which a notable portion could be employed on the capital market. At the same time, credit expansion remained comparatively slow, whereas savings increased.

Following a spectacular increase by $227 million or 28% during the year, net gold and foreign exchange reserves at the Austrian National Bank had reached a new record of $1,047 million by the end of 1962, of which 43% are held in gold. Total holdings were sufficient to cover average import requirements of about 8 months.

To mitigate the expansive effect of continued balance of payments surpluses on the money volume, the Austrian National Bank increased the tourist quota and liberalized certain capital exports to countries with which Austria handles her payments transactions in convertible currencies. The foreign exchange quota for Austrian residents travelling to the above-mentioned countries was increased to 15,000 schillings ($577) per person for each trip. The previous quota established in April 1962 was 15,000 schillings per person per year.

Residents who apply will henceforth be permitted to invest in foreign firms and participations, to establish Austrian firms abroad, to re-invest abroad earnings accrued from such foreign investments, and to extend to non-residents credits with a maximum maturity of 5 years. Certain capital transfers (such as inheritances and dowries) were also liberalized.

A special license is still required for a number of capital transactions: purchases by residents of real estate situated abroad; the extension of short-term credits to non-residents; the maintenance of deposits at credit institutions abroad; and the raising of foreign credits.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing, and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

Outstanding bank credit (57 billion schillings) at the end of 1962 was 4.8 billion schillings, or 9% higher than a year earlier. This was the smallest annual increase since 1958. Contracting factors were the apparent reduction in demand for new commercial credit, as well as the release during the quarter of a sizeable portion (reportedly 0.6 billion schillings) of the annual 1962-63 ERP counterpart quota. The bulk of ERP funds made available were being used by the recipients to redeem bank credits taken up earlier.

A slight decline has also been noted in the volume of consumer credits outstanding at Austria's 10 installment banks, which currently amounts to about 2.5 billion schillings. Except for a further advance in credits for business machinery, the levels of outstanding installment credits were reduced in all credit categories, particularly motor vehicles, furniture, electric household appliances, and textiles.

The banks attribute this drop in credit buying largely to the steady increase in disposable personal income, which enabled a growing number of consumers to pay on a cash basis and thereby save interest charges.

Unemployment rises

The early start and prolonged duration of the extraordinarily cold winter caused higher seasonal unemployment than in previous years. Moreover, in response to the slowdown in business activity, labor market tensions began to ease somewhat.

Total employment, which had reached a historical peak in September, declined by more than 3% to 2,315,900 by the end of December. Simultaneously, the number of jobseekers rose by 74,000 to 107,600, which was 11% higher than 12 months before.

At the end of 1962, the unemployment rate was 4.5%, compared with 4% a year earlier. The ratio of jobseekers to registered vacancies was 336:100, against 284:100 at the end of 1961.

The extremely cold weather resulted in layoffs in the construction trade, agriculture and forestry. Weaknesses encountered by certain economic sectors, notably the basic and capital goods industries, thus far had contributed only slightly to the rise in unemployment. It is hoped that layoffs, which might become necessary in these sectors, will be kept within modest limits.

Under the impact of the overall slowdown of economic activity and the authorities' stabilization measures, price-wage pressures lost some of their earlier

RESERVOIR OF POWER—This reservoir high in the Austrian Alps combines beauty and usefulness. The harsh European winter has boosted Austrian energy consumption (World Bank Photo)

vigor, but threaten to be revived shortly.

With prices for seasonal foodstuffs having stabilized at more normal levels, the gap between 1961 and 1962 consumer prices gradually narrowed from 7% in June to about 2% in December. Throughout the last quarter, the cost of living index (1958=100) remained practically unchanged at 111, which it had reached in August.

The steady decline in wholesale prices was also primarily due to the normalization in food prices. After the wholesale price index (1938=100) had hit an all-time record of 998 in June, more than 10% higher than a year earlier, the margin over the corresponding 1961 level was narrowed to about 7% and slightly more than 1% during the third and fourth quarters. While the downward movement of the food component of the index was even more pronounced, the wholesale price index of industrial raw materials remained virtually stable throughout the year.

Retail sales up

Retail sales continued to grow in volume and value during the last quarter, with durable consumer goods making up for most of the ground lost in the first half of the year. According to unofficial estimates, Austrian consumers spent about $500 million on their Christmas purchases. Increased incomes and pension payments are expected to sustain the high level of consumption well into 1963.

The sudden onset of unusually cold winter weather in November boosted retail turnover of clothing, shoes, underwear, automobile tires and snow-chains. Stocks at many stores were nearly depleted by the beginning of December, and difficulties were encountered in replenishing stocks during the Christmas buying boom.

Everything sells well

Preliminary reports indicate that sales in almost all areas were excellent, with food and certain durables scoring record turnovers. There has been a noticeable preference for quality products, whereas cheap mass-produced goods received little attention. Toys, choice foodstuffs, fur garments, fashionable textile products, jewelry, furniture of contemporary and antique design, carpets, and tape recorders, as well as long-play records were in great demand.

Rising labor costs, manpower shortages, increased competition, and full-time employment of many housewives induced Austrian dealers to look for marketing methods not practiced in Austria before. After the first tentative establishment of a discount house in Vienna turned out successfully, similar establishments were planned in other areas.

Since commercial operations of this type require large capital, not readily available on the domestic market, such undertakings will probably be carried out by foreign companies, mainly from West Germany.

Mail orders expanding

While existing mail order houses reported increases in their business volume, a number of companies, principally in the hardware, photo equipment, and textile branches, expanded their business by taking on mail order operations. Other commercial enterprises, mainly in the textile and food industry, attempted to increase their competitiveness by forming chains to facilitate wholesale buying and reduce advertising costs.

To prevent further concentration of commercial enterprises in existing business centers, the Vienna municipality and other city administrations decided to build a number of shopping centers in various residential areas. Such centers will provide space for a variety of retail shops and will be made more attractive to customers by including banking facilities, catering establishments, and other services.

Electronic exports rose 27% in first 9 months of 1962

Electronic detection and navigation equipment scored largest increase

Exports of electronic products from the U.S. in the first 9 months of 1962 totaled $556.1 million, an increase of 27% over the $437.5 million of a year ago.

The Department of Commerce reports that the largest increase was in electronic detection and navigation equipment—from $43.3 million to $122.7 million. Data by countries of destination are not available.

Exports of electronic computers and parts during January-September 1962 totaled $99.1 million, compared with $79.6 million in 1961. The principal markets were the Common Market, $50.4 million; Japan, $12.7 million; the United Kingdom, $12.6 million; and Canada, $11.4 million.

Recorders up 39%

U.S. shipments of recorders (disk, tape, and wire) and parts increased approximately 39% to $13.8 million. Exports to Canada totaled $2.6 million; the United Kingdom, $2.5 million; and Italy, $1.6 million.

Exports of crystal diodes and transistors totaled $19.7 million, compared with $14.8 million in the first 9 months of 1961, an increase of 33%. The principal markets were France, Canada, and the United Kingdom.

Television picture tube exports totaled $12.3 million compared with $15.4 million a year ago. This decrease was largely in reduced Argentine buying.

Shipments to 10 countries accounted for 74% of total U.S. electronic exports, valued at $342.1 million exclusive of "special category items" for which data on countries of destination are not available. Canada led with 19.4% and the Common Market accounted for 34.5%.

HUGE TURKISH DAM

Ebasco, an American firm, will undertake construction of the Keban Dam and adjoining hydroelectric power plant in eastern Turkey. The dam will be 1 of the 10 largest in the world, and the power of the electric plant will be close to a million kilowatts.

Canadian economy holding 1962 gains; gradual lifting of tariffs helps U.S. goods

Rising farm income helps maintain high consumer buying levels; nation seeks to top 1962's record exports, improve trade surplus

Prospects for U.S. exports to Canada are improving with the gradual dismantling of the tariff surcharges the exchange crisis of last June imposed on much of that country's imports. Although the 92½ cent Canadian dollar continues to handicap sales by raising the price of U.S. goods to Canadian purchasers, it is expected that the lifting of the supplemental duty from the greater part of the affected U.S. trade will be helpful. (See INTERNATIONAL COMMERCE, March 4, 1963.)

A high level of activity and a moderately good outlook characterized the economic situation at the end of February. Most observers forecast another 3%-4% advance in the gross national product in calendar 1963, but with the gain coming mainly in the second half. In the normally dull first quarter, the near-term outlook has been less buoyant because of the effect of an inventory accumulation in the later months of 1962 on business confidence. However, department store sales in January and February were higher than a year ago, suggesting a continuing high level of consumer expenditure.

Record farm income

Farm income is a strong feature of the general advance, with particular implications for sales prospects in the Prairie Provinces. Large grain crops were harvested last year after drought caused short crops in 1961.

Including this increased farm inventory, account, gross farm income for all of Canada, including Government support and special acreage payments, was 23% higher in 1962 than in 1961. Cash income exceeded $3 billion for the first time.

Another contribution to Prairie prosperity was the large export of feeder cattle to the U.S. in the fall, because of the rise in U.S. prices and the profitability of returns in Canadian dollars.

The abundant grain harvest, in comparison with the short production of 1961, accounted in part for the very large advance in Canada's gross national product in 1962, which is estimated at 8% in value and 6½-7% in volume. However, it was not the only factor, as non-agricultural output increased by 5½% and the gain in manufacturing alone was 8%. In GNP terms, the year's gain was the best since 1956, with per capita GNP finally surpassing that boom year's record levels.

Output levels off

The official industrial production index is not available for any month of the current year but it is assumed to be continuing the leveling out tendency of the second half of 1962. The usual winter rise in unemployment was registered between December and January when the mid-month report placed the number looking for work at 8.3% of the labor force, compared with 8.5% a year ago. But additions to the work force had been absorbed and improved employment opportunities were noted, reflecting a better situation in the goods-producing industries. The New York newspaper strike was having some unfavorable impact on paper mill and forest operations, particularly in Newfoundland, Nova Scotia and Ontario.

Price increase small

Various commentators say there has been improvement in the competitive position of Canadian industries as the result of the currency change, which has promoted exports and depressed imports.

In this connection, the response of the Canadian price indexes to the fall in the foreign value of the Canadian dollar has been surprisingly small. The wholesale index rose 2.5% through 1962 while the consumer price index rose only 1.6%, with increases in bread, sugar, citrus fruits and juices, and imported vegetables. But the consumer index was a new high record at the beginning of January, standing at 132% of the 1949 average.

The price change may be accelerating. In 38 manufacturing industries, selling price indexes were higher in January, or twice the number of increases recorded in December. Of the 97 industries covered by the DBS index, 39 were unchanged in January and 20 were lower.

The large rise in demand for North American type automobiles which pro-

COLD SHOWER: Logs are sprayed before being dumped on a huge pulpwood pile at the E. B. Eddy yards in Hull, Ontario. Canada is the world's top pulp and paper exporter. (Photo by Malak, Ottawa)

MIDNIGHT OIL—Work continues into the night at the $45 million Ville d'Anjou refinery near Montreal. It has a processing capacity of 35,000 barrels of crude per day. The Canadian gross national product expanded almost 7% in volume during 1962, and manufacturing output was up 8%. (Malak, Ottawa)

vided a great impetus to industrial output last year has carried over into 1963. January production was up 20% over December and 44% over January last year. During 1962 Canadian new car dealers sold 500,000 units for the first time and factory shipments of motor vehicles rose 31%. However, sales of new overseas-made autos declined 25%.

GM expands

General Motors' announcement that automatic transmissions will be made at its Windsor plant, beginning this summer, has opened a new sector of production. These transmissions have always been imported and they were duty-free until last November 1, when they were made subject to the 25% tariff. The GM operation will begin with assembly from imported parts but 90% Canadian content is expected within 18 months, with the addition of 700 to 800 jobs to production lines.

In imposing the tariff the Government offered free entry to producers who increased their export of Canadian-made parts.

Manufacturing gains have also been developing from this source, but all 3 leading makers have advanced the suggested consumer price of cars equipped with automatic transmissions to compensate for the loss of free entry.

A Canadian subsidiary of Volvo AB of Sweden has established an assembly operation in Halifax which will supply the Canadian and some export markets. In its initial stages, this operation will have the benefit of duty-free entry of painted bodies, engines and some other components.

The primary steel industry has also carried forward into 1963 the all-time active production record established last year. The 1962 output was 7,052,000 tons, 11% above 1961. January production was 650,000 tons, 15% higher than a year ago. Exports have provided part of the increased demand and imports were lower in total, although they increased from European countries and Japan.

Aside from increased demand from the automobile industry, another large domestic customer, the construction industry, also took more steel in 1962 for commercial, school and apartment building.

Record export year

The 1962 foreign trade set another export record at C$6,348 (US$5,939) million, which was almost entirely accounted for by shipments to the U.S. Imports, estimated at C$6,268 (US$5,864) million, also were higher than in 1961 and mainly from this country.

The export rise was consistent throughout the year, but the advance in imports reached a peak in the second quarter after which there was a declining tendency. Last-quarter imports were lower than in the corresponding 1961 period, when the domestic economy was much less active.

As in 1961, an export surplus developed in trade with the world, which increased in the later months due to the divergent export and import trends. Candian exports to the U.S. accounted for 59% of all Canadian exports in 1962 compared to 55% in 1961. Imports were 69% U.S.-supplied in 1962, compared with 67% in the preceding year.

Petroleum, iron ore, lumber and woodpulp, aluminum and natural gas shipments to the U.S. were outstanding in the year's export gains, but increases extended also to non-farm machinery, aircraft, fish and products, and asbestos. Newsprint and wheat, the 2 leading export commodities, both declined. Newsprint fell only slightly, but wheat dropped substantially in the second half year because of larger world production.

Another gain was recorded in shipments of wheat to Communist China, but shipments to Eastern Europe declined, although new contracts carrying over into 1963 have been announced. Nickel and uranium, also large exports, were down from 1961.

Export drive

Canada has increased the pace of its export promotion campaign. In the fourth quarter of 1962, a Frozen Fish Trade Mission went to Europe, an Organic Chemicals Mission and an Electronic Products Mission to South America, and a Toy and Playthings Mission to Britain and West Germany.

A World Markets Machinery and Equipment Buying meeting will be held in Canada from March 23 to 31, to which buyers from 53 countries will be flown free. A National Canadian Samples Show will be held in Toronto April 2-4.

One hundred and thirty Canadian Trade Commissioners will return to Ottawa from 63 posts around the world for a conference during the week of April 4. The concerted program will wind up with a Second National Export Trade Promotion Conference in Ottawa from April 16 to May 3.

The "Buy Canadian" campaign initiated by Ontario has aroused considerable interest, especially because of the efforts of the Province, Canada's largest manufacturer, to promote similar campaigns in the other 9 provinces. The British-Canadian Trade Association

launched a counter-campaign of its own through radio, television and other advertising media to promote the sale of British products in Canada.

Exchange reserves dip

Foreign exchange quotations for the Canadian dollar weakened in early February on the announcement of the general Federal election to be held April 8. However, the rate has remained well above the 92.5 cent fixed par. Exchange reserves declined slightly during February to US$2,594 million from the new record high of U.S.$2,662.5 million reported for the end of January. Both figures include the $300 million Canada drew from the International Monetary Fund in June.

EEC coal output expected to drop in 1st quarter '63

Demand falling in all sectors but power and home heating

The official ECSC coal forecast for the first quarter of 1963 predicts that producers' coal stocks in the European Community will decline by 600,000 metric tons during the first 3 months of 1963, while coke stocks will rise by 400,000 metric tons.

Demand for coal is expected to continue its steady slow decline except in the domestic heating sector, where it will rise by 9%, and in thermal power stations, where it will rise by 10%. The official forecast attributes the expected 0.9 million ton decrease in coal production to reduced employment in the mines.

Community coal exports to third countries will remain at about 1 million tons, while imports are expected to rise sharply by 1.4 million tons over the first quarter of 1962. The bulk of this increase—1.1 million tons—will go from the U.S. to Italy.

In a separate report, the ECSC compares its 1961 and 1962 coal, steel and iron ore production and notes decreases in all 3 areas of production. The report shows 1962 coal production down 4% at 226,966,000 metric tons; steel production down 1.3% at 72,677,000 metric tons; and iron ore production down 0.8% at 92,083,000 metric tons.

NICARAGUAN COTTON—A cargo ship loads cotton seed and bales at the Nicaraguan Port of Corinto, whose facilities were recently improved through a World Bank loan. Nicaragua is hoping that a bumper cotton crop will trigger another year of strong economic expansion. (World Bank Photo).

Excellent cotton crop stirs Nicaragua's hopes for another boom year; U.S. trade share up

Imports and exports jump over 30% during 1st 9 months of 1962; prior deposit on semi-essential imports drops from 90% to 40%; agricultural and industrial machinery sales up as much as 50%

Economic conditions in Nicaragua during the fourth quarter of 1962 were excellent and the country completed its most prosperous year since the mid-1950's, with foreign and domestic trade at record or near record levels. Favorable agricultural prospects, particularly for cotton, make a continuation of economic progress likely during 1963.

The country's financial stability was maintained and foreign exchange levels were high. Industrial production was also high during the quarter with most exporting plants producing at capacity. Public works activities, financed from abroad, showed continued progress.

Foreign trade soars

Nicaragua's foreign trade for the first 3 quarters of 1962 (latest data available) was close to record levels for both imports and exports. Nicaraguan exports (excluding gold) valued at $73.3 million represented a 33% increase over the comparable period of 1961. Foreign exchange authorizations during the quarter indicate that the current 1962-63 cotton crop is playing and will continue to play an important role in expanding Nicaragua's exports in the immediate future.

Nicaraguan imports were valued at $69.3 million, an increase of 30% over the first 3 quarters of 1961. The increase in imports was led by machinery, vehicles and tractors. The U.S. supplied 52% of Nicaragua's imports during the first 3 quarters, an increase of 3% over 1961.

Nicaragua's trade within the Central American common market continued to increase but is still very small in com-

parison with total trade. Despite the continuing favorable development of the Central American common market, concern was expressed during the fourth quarter about Nicaragua's and Central America's trade relationships with Europe. There is fear that the European Common Market will close its door to Nicaraguan bananas and meat.

The high level of exports during 1962 enabled Nicaragua to further reduce foreign exchange restrictions during the fourth quarter. The prior deposit requirement for imports of List 2 items (semi-essentials) was reduced from 90% to 40% (see International Commerce, December 10, 1962). The government will probably move to unify the exchange rate sometime early in 1963 by permitting all foreign exchange transactions to go through the Central Bank. At present, exchange at the official rate of 7 cordobas to the dollar cannot be purchased for certain invisible transactions. Dollar exchange for the latter must be purchased in the free market where the rate varies between 7.4 and 7.5 cordobas to the dollar.

French language material

The U.S. Embassy, Conakry, Guinea, would appreciate regularly receiving 10-15 copies of any illustrated brochures, calendars, or informational booklets which are published in the French language by U.S. companies.

Brochures on the plywood and aluminum fabricating industry, aircraft, automobile, food & drug industries would be of particular interest.

Appropriate material may be mailed directly to the U.S. Embassy, c/o Commercial Officer, Conakry, Guinea.

Business better

Reflecting the high level of foreign trade and the expectation of a good 1962-63 crop season, business conditions during the fourth quarter were markedly improved over the same period of 1961. This continued a trend that had been evident throughout the year. Sales of agricultural and industrial machinery were up as much as 50%; consumer goods sales were about 20% higher, and hardware rose 10 to 15%.

Some businessmen reported a drop in the percentage of buyers requesting credit terms. The price level on domestically produced products remained fairly stationary.

Monetary policy, particularly with regard to commercial transactions, remains stringent and the total of bank credit for commercial purposes outstanding at the end of 1962 was below that of 1961.

Foreign exchange high

Nicaragua's financial position was strong, with foreign exchange reserves of $18 million, even after subtracting $4.5 million owed to the International Monetary Fund, at the highest December level in recent years. Internal revenues during the quarter were 22% above the 1961 level. This reflects in part the higher taxes imposed in September and October and the overall improvement in the nation's economy may bring in sufficient tax revenue to balance the 1963 budget.

There were no new external loans to banking institutions during the quarter; however, both the National Development Institute and the Banco Nacional have not yet fully utilized previously received Inter-American Development Bank loans. The Government agency charged with stabilizing domestic commodity prices and facilitating exports, Instituto Nacional de Comercio Exterior e Interior, obtained a credit of $1.5 million from a private U.S. commercial bank.

During the quarter Nicaraguan officials and coffee growers expressed strong interest in the U.S.-proposed Seasonal Marketing Arrangement designed to stabilize the export prices of Central American and Mexican coffee.

A private company, Inversiones Financieras, S.A. started operations. Its major activity will consist in selling the stock of newly formed companies. A large institution to invest directly in industrial enterprises is being considered by another private group.

Plants at capacity

Most plants producing for the export market, principally in the food processing industry, operated at capacity levels. No major new industrial projects were announced during the quarter, but construction continued on a flour mill, naval stores plant, rolled oats plant, tube mill, and additions to the country's major vegetable oil expressing plant. New industries opened include plants producing detergents, cosmetics and toiletries, and canned foods. The refinery constructed by Standard Oil of New Jersey was completed and will begin operations soon.

Negotiations for the construction of a Nestle dried milk plant are not yet completed, and it is not likely that work will begin until 1964. Westinghouse continued to develop plans for a series of Central American factories in cooperation with local capital. A plant for assembling refrigerators will be built in Nicaragua.

Public works

The Managua Water Works Company, an autonomous Government agency, signed a contract with the U.S. engineering firm of Hazen and Sawyer to prepare plans for improvements to be financed from the recent $3 million International Development Association loan. The project includes construction of an 8 million gallon reservoir, the relaying of 10 to 12 kilometers of pipe and extension of the Managua water system into new areas. At present only about 50% of greater Managua is covered. Construction should begin before the end of 1963.

Construction of the Rivas irrigation project, financed by a $2 million loan from the World Bank, will start soon. Ninety kilometers of channel must be built, and ten 700 horsepower pumps, each capable of moving 1.5 cubic meters per second, will be purchased. Initial irrigation is scheduled for May 1964.

Who to ask

Information on displaying and selling your products through international trade fairs is available from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. Tel: WOrth 7-3713.

The Nicaraguan Government received a $3.7 million road construction loan from the Agency for International Development during the 4th quarter. U.S. funds have also been appropriated for completion of the Rama Road and for work on the Inter-American Highway.

Work on the Tuma River Hydro-Electric Project is somewhat behind schedule, but completion is still planned for mid-1965. The contract for construction of transmission lines and other works has been awarded to Siemens de Nicaragua and Sociedad Venezolana de Electrificacion. To provide for possible power shortages until completion of the Tuma project, the Empresa Nacional de Luz y Fuerza is negotiating for the loan of a power generating ship to be located at Corinto. An AID loan is being requested to assist in the construction of transmission lines and sub-stations.

EL SALVADOR PLANT—A workman at the Rio Lempa power plant in El Salvador inspects a newly-installed bearing. Industrial investment in the Central American nation rose in 1962. (World Bank Photo)

El Salvador's economy begins 1963 on pronounced upswing; new income tax laws proposed

First labor code sets minimum wages and legalizes unions; agriculture up 15% in 1962; industrial output up almost 20%

The fourth quarter of 1962 closed on a definitely optimistic note in El Salvador. Throughout the quarter both domestic and foreign investment interest continued, the U.S. Embassy in San Salvador reports. There were signs that the level of business had increased above and beyond the brisk Christmas selling in San Salvador stores.

In a Presidential press conference held just before Christmas, President Rivera pointed to the magnitude of the recovery that had taken place in the Salvadoran economy during 1962, estimating that in the important agricultural sector 1962 income would run 15% ahead of 1961.

For the first time since the fall of President Lemus in October 1960, a number of business leaders felt that at last conditions were beginning to return to normal. The production of manufactured goods increased in an encouraging manner during 1962. Industrial production for the first 6 months of 1962 was valued at $43.6 million (109 million colones) compared to $36.4 million (91 million colones) for the same period in 1961—an increase of almost 20%.

Consumption of electric energy also increased from 69 million kilowatt hours in the first 8 months of 1961 to 77 million during the same period of 1962—an increase of almost 12%.

Industrial investment up

The cement plant (CESSA) initiated the first phase of its relocation from Acajutla to Metapan. The plant intends to purchase a new kiln, a crusher and other milling equipment, and electrical equipment, thus eventually expanding its annual production from the present 2 million bags to 3 million bags. Company officials estimate that about $3.6 million (9 million colones) will be newly invested in the Metapan site.

The press reported local investor interest in building a fish flour plant, whose products would be used for both human and animal consumption. With the assistance of United Nations Food and Agriculture Organization technicians, the Government has developed plans to promote tuna fishing. Several licenses to fish tuna have already been issued to local fishermen.

Although the Esso-Shell petroleum refinery (RASA) at Acajutla is scheduled to begin operations shortly, the Legislative Assembly has not yet established consumption taxes on certain of the refinery's products.

Unilever of the Netherlands and the local firm H. De Sola e Hijos have formed a company to produce detergents, dentifrices, soaps, and food products in El Salvador. Other foreign investors are negotiating with the Government and local firms for the establishment of several other industries, including: aluminum products, iron and steel, agricultural handtools, caustic soda, textiles, corn products, and other articles.

New taxes proposed

New income tax proposals, announced at the end of November, caused some anxiety among businessmen. Large incomes (above 190,000 colones or $76,000) which had been heavily hit by last year's Decree 300 would be let off a little more lightly. Incomes from about 40,000 colones to 125,000 colones ($16,000 to $50,000) would pay stiffer rates. Raises on low incomes would be negligible. Business protest was directed against certain new provisions more than against the rates, especially one relating to family corporations, which would impose a substantial tax upon certain types of undistributed profits.

At about the same time, the Government also announced a proposed increase in the so-called *vialidad* (net worth) tax, and this, with the income tax, brought about the flurry of adverse business and press comment.

Less commented on was the very beneficial fact that the Government proposed to reduce the tax on Salvadoran companies, and also that by enlarging the tax base a considerable number of smaller income earners were brought in as taxpayers at the lower end of the scale. Work was going forward within the Ministry for improvements in tax ad-

ministration, though it was still too early to publicize what had been done.

It was increasingly clear that a base was being laid for a more efficient and equitable tax structure, which would go far to provide solid financing for inevitable heavier development expenses.

First labor code

El Salvador's first labor code was passed at the end of January and went into effect February 25. The code appears to contain definite advances for labor and is acceptable to, although not enthusiastically welcomed by, management.

The code's minimum wage section established the country's first organized and systematic procedure for fixing minimum wages. A minimum wage council, composed of 1 representative each from the Ministries of Labor, Economy, and Agriculture, and 2 representatives each from organized labor and management, will select sectors where minimum wages should be established, carry out studies to determine their level, and recommend to the Executive Branch, through the Ministry of Labor, that they be adopted. Final decision will rest with the Executive Branch. The composition of the council should ensure that the levels fixed are not prejudicial to economic development.

The code confers legal existence on trade union confederations and federations, which had previously existed *de facto*. Working conditions for women and children are regulated in some detail, and provisions for indemnification for accidents on the job, dismissal without cause, and the length of paid vacations were made somewhat more liberal.

Normal coffee harvest

The smaller, but normal coffee crop was a bit late in reaching picking condition, but the harvest was in full swing by the end of January. The export crop is generally expected to be covered by the export quota, so no surplus problems are anticipated.

The cotton crop is good, as expected, but slightly higher prices have brightened the picture even further for cotton growers.

The financial situation remained satisfactory during the fourth quarter of 1962. Net international reserves, which reached their seasonal peak of $34.8 million (87 million colones) in July, followed the normal seasonal pattern and declined to $31.5 million (78.8 million colones) in September.

Strong demand for petroleum keeps Venezuelan output high; new economic plan unveiled

Import and export licenses are valid only at a specific port; high tax payments help prepayment of U.S. loan installments; sales of domestically-refined petroleum products zoomed in '62

The strong demand for petroleum products in January, due to the intemperate winter in Europe and the U.S., has helped to keep Venezuelan production substantially above last year's high level.

However, concern was evident regarding prospects for the year as a whole, especially in the light of reported negotiations for the sale of Soviet petroleum to the United Kingdom, which has been one of Venezuela's fastest growing markets. Venezuela is also concerned over the possible longer term repercussions of the breakdown in the UK-EEC negotiations on the market for Venezuelan oil, and the Venezuelan Foreign Office issued a strong statement regretting the breakdown.

It appeared that the recently published Four-Year Plan of Economic Development is likely to undergo considerable revision in details, though not necessarily in overall concept.

On the basis of 11-month data, Venezuela's foreign trade for the calendar year 1962 reached about 8.6 billion bolivares ($1.9 billion) of exports and 3.5 billion bolivares ($.77 billion) of imports. This indicates an increase of about 7% in exports, while imports declined by about 2%.

Import quotas for kerosene stoves established for the first 6 months of 1963 are equal to the amount authorized during the last 6 months of 1962.

Licenses restricted

The Ministry of Development announced on February 1 that henceforth import and export licenses would be valid for entry or departure of goods at a specific port. If for any justifiable reason the movement cannot be made through the specified port, an application for change must be approved by the Ministry.

Because of the shipping delays caused by the U.S. longshoremen's strike, the Venezuelan Government extended the validity of import and exchange licenses for affected shipments.

The Minister of Agriculture has proposed a complete cut off of dried milk imports within the next 2 years to afford adequate protection to the dairy industry and thus achieve self-sufficiency in milk supply.

New plants

Eagle Pencil Company de Venezuela inaugurated a new plant in Caracas; General Motors de Venezuela produced its 100,000th unit; Fiat began production in its new operation; Motorola announced that radios, TVs and phonographs would be assembled in Caracas; and a new section of the Tariff Code sets up a category for the import of sewing machine parts, indicating that sewing machines will soon be assembled locally.

Newspaper announcements that the Eximbank will lend $17 million for the new aluminum reduction plant of the Corporacion Venezolana de Guayana and the Reynolds Aluminum Company renewed reports that the project would now move ahead and that construction of the plant would actually be started this year.

Industry and commerce

Despite the fact that there is usually a letdown in January, commercial business held up reasonably well, but the excessive December drop in electric power sales to industry continued in January. The January lows can be accounted for in part by the U.S. shipping strike, which paralyzed deliveries of raw materials and parts to industrial plants; however, the real significance of the 2 month drop must be examined after statistics are available for the first normal month of operations—March.

Cement production was down in January for the third straight month, and reinforcing bar sales, though up slightly

in January, were also still well below last year's average for the third consecutive month, suggesting that last year's spurt in the construction business may be temporarily easing.

New investments in the pharmaceutical industry reached over 35 million bolivares in 1962, with 18 million invested in plants and equipment. Approximately 60% of the domestic consumption of pharmaceutical products is now supplied by local manufacturing.

Public finance

Petroleum and iron mining companies made their final quarterly payments on 1962 income taxes in mid-January. The final payments (approximately $125 million) were significantly higher than previous quarterly payments due to an upward adjustment for profits which were higher than originally estimated.

The large tax payment encouraged the Government to prepay 322 million Bolivares in debts due during the course of 1963. Two installments of $33.3 million each due in March and September on the 1960 U.S. bank loan were paid on January 31. The final payment on this loan is due March 31, 1964. The Government also retired 100 million bolivares in Treasury notes due in June 1963 which had been purchased by the Central Bank. These transactions produced a substantial reduction in the public debt (2,563 million bolivares on December 31, 1962).

The large income tax payment by petroleum and iron companies also resulted in a substantial further improvement in the Central Bank's foreign exchange reserves. Despite the $67 million prepayment of foreign obligations, exchange reserves rose from $576 million on December 31 to $605 million on January 31.

Development plan

Venezuela's new 4-year plan (Plan de la Nacion, 1963-66) was released to the public in early January. A delegation of experts representing the Organization of American States' Committee of Nine arrived in mid-January to review the plan. The group held extensive interviews with Government officials and representatives of the private sector.

An appreciable increase in petroleum production was recorded in January, with production averaging 3.37 million barrels per day, compared to an average of 3.2 million for the whole year 1962. Estimated production for the month of February was 3.35 million barrels per day. There were 28 wells being drilled on January 30 compared to 19 at the end of the year. The announcement of an increase in the U.S. first quarter residual oil quota was widely featured in the local press.

Domestic sales

The domestic sales program of the Corporacion Venezolana del Petroleo made progress during 1962, with 9 of the 30 planned service stations being established. The Corporacion will also enter the national market with sales of lubricating oils, fuel oils and asphalt. Sales of refined products increased from 1,401 barrels in June to 15,941 barrels in October and reached 39,683 barrels in December 1962.

Iron ore production in December dropped to 927,786 metric tons, a 15.7% decrease from November. The monthly average for 1962 was 9.15% below the 1961 average.

The new Four-Year Plan contained an outline of the Government's plan for acquiring 9 privately-owned electric utility companies in various parts of the country. Private utility executives and other opponents of "nationalization" reacted with strong protests. President Betancourt stated that the Government would not take over any private companies without their freely given consent, and that prices for any such purchases would be openly arrived at through free negotiations between the Government and the private owners.

Land reform

Latest Instituto Agrario Nacional (IAN) statistics indicate that 56,492 families have now been settled on 1,608,870 hectares. Of this area, 44% has been public land and 56% private land.

Cotton producers report an import requirement of around 2 million kilograms of raw cotton.

Livestock producers received approximately 236 million bolivares in credits from 1958 to 1962 under the Ministry of Agriculture's Livestock Development Plan. Around 217.7 million have been invested in cattle (beef and dairy) and 18.7 million in hog development. Raw sugar production for 1963 has been unofficially estimated at 240,000 metric tons. Tobacco producers hope to export 1 million kilograms of burley leaf to Europe during 1963.

NEW SARDINIAN FERRY

A 2,365-ton ferry will enter service on the North Sardinia-Central Italy route. The ferry can carry 900 cabin passengers and 108 cars.

Eximbank, AID help Union Carbide's Indian affiliate

Will expand plastic and chemical output in line with 3d 5-Year Plan

The Export-Import Bank and the Agency for International Development have approved companion dollar and rupee loans which will assist an Indian affiliate of the Union Carbide Corporation expand its facilities for producing plastics and chemicals in India.

Eximbank is lending Union Carbide India Limited $7.6 million to finance the purchase of U.S. materials and equipment. Among the items to be shipped are high pressure pumps and special pumps, compressors, high pressure tubing and valves, electrical installations, motors, pneumatic equipment, steel, instruments and miscellaneous special equipment.

AID is lending 21.6 million rupees ($4.5 million) to help defray local rupee costs in expanding Carbide's polyethylene and chemical plants in Calcutta, Bombay and Madras. The rupee loan is being made from "Cooley" funds, that part of the local currency the U.S. receives from the sale of agricultural commodities under Public Law 480 which is reserved for capital financing loans to private industry in newly developing countries.

Union Carbide India is 60% owned by the parent American Union Carbide Corporation and 40% by its approximately 17,000 Indian stockholders. The Indian affiliate was incorporated in 1934 and has diversified its production from flashlight batteries with which it started business in India to include special use batteries, a zinc strip rolling mill, chemicals and plastics.

The proposed expansion will enable Union Carbide to double its output of butyl alcohol, butyl acetate and ethyl acetate; begin producing plasticizers; increase its high pressure polyethylene output 3.5 times, and produce benzene, propylene and ethylene.

The expansion program is considered to be most responsive to India's basic long-term chemical and plastic needs and flexible enough to adjust to short-term changes in those needs. The capacities proposed have been reviewed in the context of India's Third Five Year Plan and are within the specific production goals to be achieved by 1966.

I'LL TAKE THAT—This Guatemalan housewife seems to know exactly what she wants as she makes her selection from a vendor in one of the Central American country's outdoor markets. (Pan American Union)

Budget woes plague Guatemalan economy; exchange controls eased; foreign investments lag

Major petroleum companies abandon plans for oil exploration; State sets up means of implementing investment accord with U.S.; U.S. increases share in Guatemala's expanding import market

The fiscal position of the Guatemalan Government continued difficult during the fourth quarter of 1962. Revenues fell short of original estimates and the high level of operating expenditures led to chronic shortages of funds. External financing was sought to relieve pressure on the budget and by the end of the year some improvement was in sight.

Exchange controls, put into effect during the second week of October, were eased and efforts were made to keep the multiple rate system variations to a minimum. Net reserves were down to $28 million when the controls were imposed, and by the end of the year they had increased to $35.8 million as the seasonal increase in exports began.

The foreign trade balance showed improvement as exports continued to expand. According to the latest trade statistics 1962 exports probably were the highest since 1956, when coffee exports were still bringing excellent prices.

Indications are that the volume of commercial transactions declined since the exchange controls slowed down the entry of Christmas merchandise. Foreign investment activity continued at a low level; although the Investment Guarantee Agreement was ratified in August, the Government had still not set up procedures for examination of investment applications by the end of the year.

The Government's continued financial difficulties caused delays in salary payments, and other substantial operating expenditures could not be covered. To cover the Government's immediate needs, the Congress granted authority to issue $7 million of Treasury notes. Efforts were being made to place these notes abroad since the Bank of Guatemala had already reached the ceiling on advances and loans to the Government.

Congress also passed a law permitting the Government to increase the term of its development bonds from 10 to 15 years, thereby allowing a large saving in annual amortization requirements.

During the quarter the Monetary Board took steps to liberalize the exchange controls, and efforts were made to keep the multiple rate system variations to the minimum. No auctions of foreign exchange were held for non-essential imports. The Monetary Board offered official exchange for November and December at a 2% premium for non-essential imports to 50% of the previous year's imports. The legal free market rate in the certificate market showed only a minor depreciation, with the dollar selling at a 2 to 4% premium.

The international reserves of the Bank of Guatemala were reported at $28.5 million when the exchange controls went into effect and by the end of 1962 they had increased to $35.8 million. The improvement was mainly seasonal, as November and December were months of heavy coffee exports. The exchange surrender requirement of the regulations may also have helped augment reserves. By the end of the year there were reports that the exchange position was now so favorable that further liberalization might be expected. Discussion with the International Monetary Fund, looking toward a renewal of the Standby Agreement which expired in August, is also envisaged.

Foreign trade rises

Trade statistics for the first 9 months of 1962 show that Guatemala's exports are running significantly ahead of last year, totaling $88.4 million compared with $84.7 million during the same period in 1961. The most pronounced increase was in cotton exports, which rose 50% from approximately $10 million in 1961 to $15 million in 1962. The cotton boom continues and the 1963 export crop is expected to bring over $25 million.

Exports of frozen, boneless beef to the U.S. give promise of continuing rapid growth, with the only major limitation on future expansion being the size of Guatemala's cattle population. Meat exports during the first 3 quarters of 1962

were $2.6 million, compared with $318,000 during the similar 1961 period. Coffee exports held the previous year's level, with exports during the first 2 months of the new crop year (October-November 1962) totaling 175,496 bags, a decrease of 16% from the corresponding period a year earlier. This decline reflects the late maturity of the crop rather than a smaller overall crop.

Imports during the 9-month period rose to $112.1 million compared with $111.5 million during January-September 1961. Of special note was the increase in the U.S. share of these imports from 47.3% to 49.2%. The principal country experiencing a decline as a supplier to Guatemala was West Germany. There are no statistics as yet which might show what effect, if any, the exchange control regulations may have had on imports.

Christmas purchases kept domestic trade at a fairly high level during the period. However, some businessmen complained that the exchange control caught them without full stocks of Christmas merchandise in time to take advantage of the buying season. Government failure to pay salaries before the holidays also may have slowed down sales.

Investment lags

New industrial investment in Guatemala during the quarter continued at a slow pace, with most investments being rather small. Nine investments amounting to $990,278 were granted "new" or "existing" industry status under the Industrial Development Law. The most important of these were $500,000 for a cotton yarn mill; $121,000 for a nail and barbed wire factory; $100,000 for a nylon stocking mill and $62,000 for an asphalt products factory.

Little if any new industrial investment was made without seeking benefits under the Industrial Development Law. The Guatemalan Government was establishing the administrative machinery to review applications for insurance under the Investment Guarantee Agreement with the U.S., and greater progress may be expected in implementing the Agreement.

The fishing industry continued to expand despite the lack of adequate port facilities on the Pacific Coast. Shrimp exports totaled about $1.5 million during 1962, compared with $200,000 in 1961.

There may be a tuna fishing operation out of one of the Guatemalan Pacific Coast ports soon.

It appears that oil exploration in Guatemala has come to an end. Following the dry hole recently drilled by Standard Oil of New Jersey, the other companies that had tentatively planned to drill decided against it. Further exploration by the major oil companies is not expected in the foreseeable future. However, officials of the Government-owned Mexican oil company, PEMEX, have conferred with the Guatemalan Government on the possibility of exploration for petroleum resources.

Standard Oil of California acquired a 60% capital interest in the former Breaux Bridge Refinery with the Canadian Shell Company retaining a 40% interest. Taxation discussions with the Government continue to keep this refinery from going into operation.

The Texaco Company was granted final approval on its application to construct a refinery of up to 9,000 barrel-a-day capacity at the Pacific Coast port of San Jose.

Market integration

Progress in Central American integration continued during the period. A number of technical meetings were held on matters such as common tariffs, customs, administration, common agricultural pricing policies, and joint economic planning. Guatemalan industrialists and merchants are becoming more aware of the integration movement and the advantages or disadvantages which it may hold for them.

Price factor leads in Argentine photo product market

Lively competition from European, Japanese sources face U.S. firms

The prospects for the United States to increase its share of the Argentine photographic product and supply market are not encouraging because of greater competition from other foreign manufacturers.

Although there is a high surcharge to protect Argentina industry, imports have been increasing over the last 2 years, due to public demand for the higher quality imported products. The lower-priced European and Japanese equipment has benefited mostly from this increase.

The decline in the general economic situation in Argentina is the prime factor which limits any major increase in demand for photographic equipment and supplies, according to the U.S. Embassy in Buenos Aires.

Still cameras gain

With the increase in the number of amateur photographers, the long-range market looks hopeful for still cameras ranging in price from $10 to $50.

The long-range outlook for U.S. motion picture equipment, lenses and projectors is less favorable. Through most of 1961, the market for U.S. products was good, then large shipments of lower-priced Japanese products began.

The market for developing and processing equipment is limited. Although the volume of developing work performed in Argentina is small, local laboratories are well equipped and have skilled mechanics to copy imported machinery for their own use.

Price competition from other importers in the sensitized goods field is particularly great. Although the U.S. was the largest supplier of sensitized, unexposed motion picture film in 1961, it is expected that a greater portion of future imports will come from Japan, the U.S.S.R. and Eastern Europe, especially Poland, due to lower prices.

Price too high

Roll film for still cameras from the U.S. is not expected to show any appreciable gain. Although the public has been willing to pay higher prices for quality imported film rather than buy Argentine film, price is still a consideration. Especially in demand is film from Japan, West Germany, France and Belgium, which is available at prices below film from the U.S.

The market for imported sheet and cut film is expected to increase. The market has always been limited, as professional photographers preferred to use the cheaper 35-mm. film. The prospects of the United States increasing its share of the sensitized photographic paper market, however, are not very promising.

Detailed statistics of Argentina's imports of photographic products by principal country of origin for 1960 and 1961 are available from the Scientific, Photographic & Business Equipment Division, Business & Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

BIGGEST CARGO SHIP

The world's largest bulk carrier ship, the 54,500 ton "Essi Gina," has been launched by Norwegian shipowner Bj. Ruud-Pedersen.

Higher retail sales, U.S. aid and new industries brighten Bolivia's economic outlook

Nation nears self-sufficiency in rice, sugar and crude oil; State mine losses mount despite higher output during 1962; Government restricts imports of diesel trucks and tractors

The Bolivian economy closed 1962 on the upturn, with U.S. help laying the groundwork for further advances in many sectors throughout the economy.

The 1962 volume of Bolivian retail sales was greater than 1961, with small electrical appliances, radios, record players, automobiles and trucks showing the largest increase.

The Government's strong action against smuggling and black market operations at Bolivia's borders resulted in increased duty collections according to the U.S. Embassy in La Paz.

In December the Government signed a PL 480 title I agreement with the U.S. for almost $13 million worth of cotton, cotton seed and soy bean oil, condensed and evaporated milk, tallow and wheat flour.

Ten Skoda trucks arrived from Czechoslovakia in December, with 60 to 100 additional Czech trucks on order. The trucks are sold at a very favorable price and purchasers are given long credit terms.

Progress on the construction of the Bolivian-American Tire Company's (BATCO factory in Cochabamba ran into unexpected difficulties in connection with purchase of the land, but these have been surmounted and title to the site will be obtained shortly. The Inter-American Development Bank loan for the project has not yet been granted, and the sale of stock which was offered to the public has been slow.

INTO THE DAYLIGHT—This is the view that greets tin miners emerging from the Bolsa Negra Mine near Illimani, Bolivia. Both state and private mines increased their output in 1962. (Pan American Union)

Assured market

However, the company reports signing a contract with an American tire manufacturer who has agreed to purchase all the Bolivian rubber which BATCO can export at the current world price. The rubber will be shipped by river from the Beni District of Bolivia to a Brazilian rubber-washing plant in Porto Bello, and then down the Amazon to ocean-going steamers. Although transport costs will probably prevent this export from being, of itself, a profitable operation, it will permit BATCO to begin to develop its supply sources among the rubber gatherers of the Beni. The company hopes to export 2,000 tons of rubber in 1963, and in 1964, after supplying the 1,000 tons required by the Cochabamba plant, to export from 3,000 to 4,000 tons.

Other industrial developments include a projected asbestos-cement tube department in the National Cement Factory at Sucre; the beginning of production of soft drink bottles in the National Glass and Crystal Factory in the Pura-Pura district of La Paz, which may end the importation of these bottles in the near future; and the announcement of a project for the construction of an edible oil factory in Tarija.

The Bolivian Development Corporation has begun a series of conferences designed to give industrial managers up-to-date information on technology, organization, administration, productivity, plant engineering, industrial relations and marketing.

The construction industry moved ahead with plans for building 3,000 workers' homes, using a $4 million loan from the Inter-American Development Bank. The Bolivian Government will contribute $1 million toward this project.

Bolivia's central government budget for calendar year 1963 announced on December 31, 1962, calls for revenues and expenditures of $54.1 million, an increase of 27% above 1962.

The technical reform of eliminating 3 zeros from the Bolivian currency promulgated on July 13, 1962 went into

effect on January 1, 1963, although the new currency, the *peso boliviano* will not be circulated until July. All bills, invoices, shipping and financial documents are now required to be kept in pesos bolivianos, which have a value of 11.885 to the dollar. The boliviano previously had a value of 11,885 to the dollar.

Mining industry events included:

❶ Evidence that the tin production of COMIBOL (State-owned mines) for 1962, would be greater than for 1961;

❷ COMIBOL's negotiations with the U.S., Germany, and the Inter-American Development Bank for the second years' financing of the triangular plan;

❸ the agreement whereby COMIBOL will sell 5,000 tons of fine tin annually to the Wah Chang Corporation;

❹ the interest shown by American private enterprise in Bolivia's antimony possibilities;

❺ improved production in the privately-owned mines.

Mineral production for 1962, with December production estimated, indicate tin production up 470 fine metric tons from 1961 to 15,300; silver up 6.28 metric tons to 95.82; bismuth up 65 tons to 280; with copper, antimony and gold showing just a slight increase. Tungsten, zinc and lead production decreased slightly.

Despite the appreciable increase in tin, silver and bismuth production, COMIBOL's losses for 1962 will surpass 1961 by approximately $1.5 million, due to higher commissary losses, a 5% increase in rail freight rates, a lower average tin price and higher labor costs. A strike on the La Paz-Antofagasta railway during November, during which no minerals were exported, added to the year's losses.

The corporation's income from mineral sales has been estimated at $46.5 million for calendar year 1962, compared with $47 million for 1961. AID grants and loans to COMIBOL for the year totalled $6.45 million, principally for working capital requirements.

Foreign financing

COMIBOL opened negotiations with AID, the West German Government and the Inter-American Development Bank for financing of the second year of the Triangular Plan operation. No final agreement has yet been reached but, according to the COMIBOL Advisory Board, preliminary negotiations indicate the following financing: $4.5 million by the Inter-American Development Bank; $3.9 million by West Germany; and $8.5 million by AID.

After months of negotiations between COMIBOL and the Wah Chang Corporation, an agreement was reached in late December in which COMIBOL would deliver 5,000 fine metric tons of tin in low-grade concentrates to the Texas City tin smelter each year. This is solely a sales agreement which would benefit COMIBOL and keep the Texas City smelter operative. The agreement was approved by the Bolivian Cabinet on January 25.

Interest of American private capital in Bolivia's Antimony possibilities became considerable. A New York company sent a team to Bolivia in October looking into an investment to insure a steady supply of antimony concentrates. Late in the year, an American mineral-buying firm showed interest in erecting flotation plants in the areas of heaviest antimony concentration. The Czech antimony smelter proposal was still an issue at the close of the quarter.

Private output up

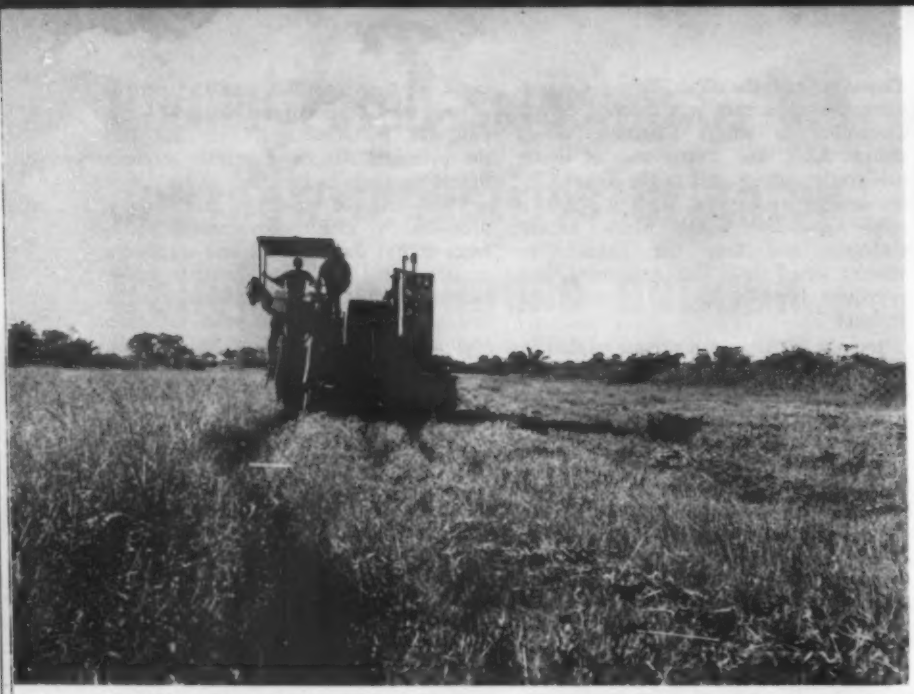
Bolivia's small privately-owned mines recorded a 7% increase in tin production during 1962. The small mines produced approximately 2,400 fine metric tons compared to 2,300 tons in 1961. At the close of the year the South American Placers and International Mining Company (W. R. Grace and Company) were the principal American private interests operating mines in Bolivia.

Production of crude oil and refined products by YPFB (government petroleum entity) during 1962 was somewhat greater than 1961. Crude production increased from 2.25 million barrels to 2.6 million barrels in the past year. Gasoline production exceeded 1 million barrels, compared with 920,000 in 1961. Kerosene increased from 399,000 to 430,000 barrels, diesel oil from 356,000 to 433,000, and fuel oil from 503,234 to 659,167 barrels.

The increased YPFB production, plus the crude purchased from Argentina and Gulf Oil Company, enabled the country to meet its requirements of refined products. However, despite the availability of crude oil, Bolivia has difficulty keeping its production of refined products in balance. The country's crude oil is a high gravity type, with insufficient diesel oil fractions to supply the country's requirements.

Increasing runs to stills would increase diesel oil output but also would produce

BOLIVIAN REFINERY—Part of the petroleum refinery near Cochabamba. Bolivia is assured of sufficient crude oil for domestic needs now that Gulf's Caranda field has become productive. (Pan American Union)



BRINGING IN THE RICE—A U.S.-made harvester at work in a Bolivian rice field. Given favorable weather, Bolivian officials feel the country will grow enough rice to meet its domestic needs in 1963.

an excess of gasoline for which there is no internal market. Therefore, in early January 1963 the Government of Bolivia imposed restrictions on the importation of diesel-driven trucks and wheel-type tractors.

Adequate crude oil

At year's end, YPFB was studying petro-chemical possibilities along with the utilization of natural gas from its own fields. The country is assured of sufficient crude oil production to supply domestic needs for some time now that the Gulf Caranda field has become productive.

Officials of the National Rice Committee predict that, given relatively favorable weather, Bolivia's output of rice in 1963 may approach self-sufficiency.

Bolivia's 1962 refined sugar output was substantially higher, due to the San Aurelio Refinery's having extended its crushing beyond the normal season. The San Aurelio mill, the smallest of Bolivia's 4 sugar refineries, recorded the greatest increase in cane crushed, and the country's output of refined sugar reached 49,344 metric tons, compared to 41,152 tons in 1961.

Despite the Minister of Economy's statement that Bolivia would import no sugar this year, Bolivia will probably still not attain 100% self-sufficiency despite the very substantial additional capacity of the Guabira mill. Nevertheless, not less than 75% of consumption needs should be met by national output this year. In this connection, AID has extended loans totalling $202,000 through the supervised agricultural credit program to the sugar mills for cane cultivation. Sugar imports totalled 20,000 tons in 1962, which was about the same as in 1961. The estimated national sugar production for 1963, set at 60,000 tons, will probably mean that imports will not exceed 3,000 tons.

New England's world traders meet in Boston April 24

"International Trade: Challenge and Opportunity" is the theme of the 10th Annual New England's World Trade Day to be held April 24 at Boston's Sheraton Plaza Hotel.

Louis C. Farley Jr., chairman of the 1963 World Trade Day Committee and a director of the International Trade Association of New England, the sponsoring organization, said the program will be an up-to-date report from New England's foreign trade community on the challenges and opportunities confronting U.S. businesses in international trade.

In a full day of talks and discussions, he said, top U.S. and foreign industry and government leaders will provide "a summary of the rapidly-changing pattern of world economics, its influences on U.S. manufacturers and distributors, and the techniques of dealing with the challenges and taking fullest advantage of the wide opportunities".

Italian firms and their owner denied U.S. export rights

Rome merchant's family also named in Commerce Dept. order charging electronics sales to Red nations

International Export Company of Rome, Italy, and its controlling officer, Guido Benigni, have been temporarily denied all U.S. export privileges during an investigation into their participation in the illegal shipment of U.S. origin commodities to Soviet bloc destinations.

The Bureau of International Commerce's denial order, effective March 8, 1963, also names Guido Benigni's wife, known also as Mrs. Eura Pannaggi, his son, Giorgio M. Benigni, and 2 Rome firms in which Benigni maintains ownership and control: Commerciale Elettrica Romana and Interelettronica Italiana.

The Bureau's investigation to date has disclosed that on several occasions the Benigni group obtained electronic and other equipment exported from the U.S., and was instrumental in their delivery to Soviet bloc destinations without Commerce Department permission.

The latest transaction involved a strategic U.S. measuring device valued at $11,000 which Benigni sent to the USSR in February 1963, despite specific U.S. Government notices that this was in violation of U.S. export controls.

The denial order was entered to prevent Benigni, International Export Company, and their associates from obtaining other U.S. goods for possible unlawful transshipment. The order is effective for 90 days and can be extended until the Bureau's investigation and findings are completed.

The denial order prohibits Benigni, the named individuals and companies, and all persons and firms related to them in the conduct of trade, from ordering, buying, receiving, or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data.

It further states that no other person or firm may deal in any respect with them or on their behalf with respect to such goods; to do so would subject such parties to a similar denial of U.S. export privileges.

AID rupee loans help 3 U.S. firms' affiliates in India

'Cooley' funds help coal washery, gasket- and tool-making projects

The Agency for International Development has announced 3 loans totaling over 6 million Indian rupees ($1,276,000) to help finance Indian business enterprises affiliated with U.S. firms.

The loans, made from rupees received from the sale of U.S. agricultural commodities to India, are as follows:

❶ McNally-Bird Engineering, Ltd., of Calcutta, 5 million rupees ($1,058,000) to finance construction of a plant at Kumardhubi to manufacture and sell coal washeries and allied equipment in India. McNally-Bird is a joint venture of McNally-Pittsburg Manufacturing Co., of Pittsburg, Kansas, which has been manufacturing coal washing equipment in the U.S. for 70 years, and Bird & Co., of Calcutta, an English firm which is managing agent in India for a number of mining companies. The U.S. company controls 60% of the new enterprise and the Bird company 40%.

❷ Victor Gasket India Private, Ltd., 750,000 rupees ($157,500) to assist in financing the local currency costs of a plant and facilities to manufacture gaskets in Bombay. Victor Manufacturing and Gasket Company of Chicago will own 55% of the new firm's stock. The principal Indian stockholder will be Dharm Chand Anand, a New Delhi firm which has assembled automobiles and truck bodies for about 25 years. Anand is also affiliated with Gabriel of Detroit in manufacturing automotive shock absorbers.

❸ Harig-Malik Manufacturing Company Private, Ltd., of New Delhi, India, 285,000 rupees ($60,000) to produce tools, dies, fixtures, gauges and perform general tool manufacturing and engineering for Indian industries. Harig Manufacturing Corporation of Chicago and 2 of its officers have a 50% interest in this enterprise. K. S. Malik, a semi-retired New Delhi businessman, has the other 50%.

The loans are being made from "Cooley" funds, that part of the local currency the U.S. receives from the sales of U.S. agricultural commodities sold under Public Law 480 which is reserved to provide capital financing loans for private industry in developing countries.

Honolulu firm studies Inchon port investment

AID backs half of survey cost; deep-water facilities can save 200-mile land trip from Pusan

Major port facilities will be built at Inchon, principal harbor for Korea's capital city of Seoul, if an investment survey approved by the Agency for International Development shows sufficient potential.

Minn Associates of Honolulu will study the economic and technical feasibility of investing $1.5 million in a deep-water harbor, dock, warehouse, and cargo-freight handling project. Additional local capital and loans may be required to finance the total project.

The survey, starting this month, is expected to be completed by the middle of May. AID's maximum share of the cost is $25,000, which will be paid if Minn Associates does not go ahead with the project. In such a case, the survey will then become the property of the U.S. Government.

There are no docking facilities for ocean-going ships in Inchon, and all freight must be unloaded by lighters from as far as 3 miles offshore. Most of the goods moving to and from Seoul now pass through the port of Pusan, 200 miles down the Peninsula.

The principal difficulty with Inchon as a major harbor is the extreme tide, ranging more than 26 feet. Overcoming this would require extensive engineering works as well as port construction not presently available.

The lack of suitable cargo-handling facilities near Korea's capital has created a serious economic handicap in the area. An AID official expressed hope that the surveying firm would find the possibilities suitably attractive to go through with their over-all plans.

AID loan will finance services of U.S. consultants to Pakistan

Will pay for technical studies of needs in water and power, transport, agriculture, communications, industry and sewage

A $2 million Agency for International Development loan authorized for Pakistan will pay for services of U.S. consultants in carrying out feasibility studies in the field of water and power, agriculture, water and sewage, transport, communications and industry.

Financing will be available only for professional reports analyzing the technical, economic and financial aspects of individual projects to arrive at conclusions as to their economic and technical soundness. More general studies, such as investment surveys and market surveys, will not be financed under this loan.

Like most other countries engaged in substantial development programs, Pakistan is increasingly short of the professional skills required to plan and investigate, as well as engineer and operate, the numerous projects making up its overall economic development plan. The services of more foreign consultants will therefore be needed to supplement domestic skills. The loan was requested by the Government of Pakistan in order to finance the dollar costs of such consultants' services.

Only U.S. firms or individuals qualified to undertake studies in given economic areas will be eligible to receive contracts financed by the AID loan. AID approval will be required of each project to be investigated, the consultants and the terms of the contract.

Local costs of the feasibility studies will be met by the Government of Pakistan, or, if involving a private project, by the entrepreneur.

Stepped-up economic tempo sought by Viet-Nam through new investment legislation

Benefits, privileges available to investors in essential industry, commerce, agriculture, and for expansion plans

A comprehensive law on foreign and domestic investment was signed by Viet-Nam's President Diem on February 14.

The new law is retroactive to Jan. 1, 1963, and in the case of certain enterprises established in 1962, to Jan. 1, 1962. It replaces the Presidential Declaration of March 5, 1957, which provided the basis for incentives available to foreign investors.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Objectives

A statement of objectives appears in Article 2:

"For the purpose of encouraging and protecting private investments, the fiscal advantages and guarantees instituted by the present decree-law are accorded to enterprises whose activity helps to accelerate the development of the national economy, to improve the employment situation, to raise the standard of living of the population and, in a general way, to attain the objectives of the economic development plan presently being carried out."

Benefits are applicable to new investments by Vietnamese nationals or by foreigners in selected fields of industry, commerce, and agriculture considered essential to the country's economy. (A list of these fields of activity and the regulation implementing the law will be published about mid-March.) Investments for expansion of existing enterprises in priority fields of activity also qualify.

Exemptions, privileges

Exemptions and privileges under the law include: profits-tax exemption for 5 years from the year in which operations begin; import-tax exemption on equipment imported as well as spare parts necessary for the functioning of the enterprise (whether import duties are also included is not clear); 2-year exemption from taxes on salaries and the general income tax of foreign technicians essential to the functioning of the enterprise; an initial 20% amortization of industrial equipment in the year of acquisition, in addition to the amortization normally provided; and permission to establish reserves from undistributed profits free from the tax on profits for the purpose of increasing the capital or to expand the capacity of the enterprise.

Also: a guaranty against nationalization for 15 years from Feb. 14, 1963, the date the new investment law was approved; equal treatment of foreign and domestic investment; the right to acquire buildings and land necessary to the proper functioning of the enterprise without recourse to cumbersome procedures established under previous legislation; authorization to transfer net profits up to 20% of foreign capital invested; and authorization to repatriate capital 5 years after the beginning of the enterprise in annual installments up to 20% of invested captial.

Commission

The law establishes a Commission on Investments, chaired by the Secretary of State for National Economy. The Commission is responsible for examining applications for privileges and is required to render an advisory opinion within 3 months of receipt of the complete application file. The final decision is made jointly by the Secretary of State for National Economy and the Secretary of State for Finance, not more than 2 months after the Commission has rendered its opinion.

The law does not stipulate the extent to which Vietnamese participation is required in enterprises established by foreign investment. The Government's policy in the past has been to reserve the right to participate in vital enterprises up to and in excess of 51% of a firm's capital. In practice, the Government has favored establishment of joint enterprises between Vietnamese and foreign nationals whenever possible, and has actively participated in several major enterprises.

Revocation

Revocation of approved benefits is authorized only on these grounds: failure to establish the enterprises within the time limit set by the Commission on Investment; false declarations in the application; and engagement in operations other than those for which the enterprise was created.

The new legislation represents an improvement over the 1957 Presidential Declaration on investment in several respects. Incentives have been broadened and more clearly defined. Cumbersome negotiations between the investor and individual Government agencies over an extended period are obviated by well-defined procedures. There is a 5-month time limit within which the Vietnamese Government (through the Secretaries of State for National Economy and Finance on the advice of the Commission on Investments) is required to decide on an application.

Several new benefits (the additional 20% amortization allowance, tax-free treatment of reserves, a provision for business losses, the right to acquire land and buildings without specific approval of high authority) were not available under the 1957 Declaration.

Economy's needs

Other recent steps have been taken by the Government to meet the economy's current needs. In January 1962, broad fiscal reforms led to *de facto* devaluation of the piaster, promulgation of a new customs tariff, and establishment of a separate economic development budget (FOREIGN COMMERCE WEEKLY, Jan. 22, 1962, p. 135). In October 1962 Presi-

dent Diem in a major policy statement reaffirmed the Government's favorable attitude towards private investment, accepted the necessity of moderate deficit spending, and indicated greater emphasis on agricultural development.

A month later, an order of priorities for private investment was announced by the Secretary of State for National Economy (INTERNATIONAL COMMERCE, Feb. 18, 1963, p. 19). According to the statement, the Government was seeking private investment which would directly benefit the agricultural sector (in fertilizer plants or processing industries using industrial crops), reduce the country's dependence on imports, and create heavy industry.

Three copies of the official French language text of the law and 3 copies of an informal, unofficial English translation by the American Embassy in Saigon may be obtained for a 5-day loan from the Far Eastern Division, Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. Information on the investment climate and prevailing business conditions in Viet-Nam are also available from that office.

Canada prepares to wind up public hearings on chemical duties; will air views on 'not-made-in-Canada'

May 27 and June 10 Tariff Board sessions will consider varied questions, with industry representatives submitting proposals

Canada's investigation of the import tariff on chemicals is approaching the end of its public phase with the scheduling of two hearings before the Tariff Board, one beginning May 27 and the other June 10.

To be considered at the May 27 hearing are: 209f, materials and parts, entering into the cost of cyanide of calcium, cyanide of potassium, and cyanide of sodium, for use in their manufacture; 216d, diacetoneketogulonic acid for use in the manufacture of ascorbic acid; 220g, electrode paste (Soderberg type) for use in the manufacture of pig iron; 347e, electrolytic manganese metal for alloying purposes; 585b, black liquor skimmings for use in the manufacture of tall oil; 875b, antibiotics, crude, and antibiotic intermediates, structurally based on 6-amino-penicillanic acid.

'Made in Canada'

At the May 27 sessions, the Board will also consider proposed wording to distinguish chemicals made in Canada from those not made in Canada, and to determine the form of and technical considerations affecting tariff schedules for these goods either under a classification like the Brussels Tariff Nomenclature or any other proposed system.

At the hearing commencing June 10, the Board will weigh the views of interested parties concerning: the chemical industry and its development; ownership and investment, domestic or external; the influence of patents and licenses; financial considerations; employment and labor considerations; general tariff and trade considerations; rate structure; problems under the present tariff; problems foreseen under proposals made to the Board; the effect on the chemical and other industries of tariffs on chemicals; and broad principles on which Board recommendations will be based.

Deadlines

Proposals on tariff items and duty rates for the hearing beginning on May 27 should be filed with the Secretary, Canadian Tariff Board, 219 Argyle Ave., Ottawa, Canada, not later than Mar. 27, 1963. Briefs or submissions should be filed with the Board not later than Apr. 26, 1963. Three hundred copies of all proposals and of all briefs or submissions should be filed with the Board.

To receive copies of proposals and submissions, interested persons should, before Mar. 27, 1963, request the Secretary of the Board to place their names on the mailing list for these hearings. Persons intending to be present at either or both hearings should notify the Secretary not later than May 15, 1963. (See also, INTERNATIONAL COMMERCE, Sept. 24, 1962, p. 27).

Kuwait relaxes canned-food dating rule after protests

Kuwait municipal authorities have eased the stringent November 1962 ordinance on imports of canned goods, the U.S. Embassy in Al Kuwait reports.

In November, after many complaints about canned food from abroad, Kuwait issued an ordinance (effective Feb. 28, 1963) setting certain health and sanitation standards. Of major importance to U.S. suppliers was the requirement for placing the packing date on the lithographed cans regardless of the usual code symbols (for time of packing) embossed on the tin covers.

Protests from local importers and foreign suppliers resulted in the latest amendment (January 20) easing this requirement. Packers may now have codes embossed on the tins to indicate the packing date, but a statement of these codes must be sent to the Sanitation Section of the Municipality of Kuwait.

The amendment retained some of the regulations of the November ordinance by indicating that tins of liquid and semi-liquid foodstuffs would be rejected if they contained holes, patches, apparent swelling, chemical materials harmful to the contents, or any type of germs. There may not be any change in the color of the contents or a positive pressure as a result of chemical or germinal decay.

Egypt's foreign exchange now under new committee

Foreign exchange in the United Arab Republic (Egypt) has been placed under the control of a Ministerial Planning, Credit and Exchange Committee headed by the Executive Council chairman.

The new committee will be the sole authority for exchange transactions. It will also be responsible for drawing up foreign currency allocations for projects under the Development Plan and the general State budget.

Previously, foreign exchange transactions had been authorized by the Ministry of Economy and the Supreme Committee for Exchange Operations through the Central Exchange Control.

Gabon's 3-year plan calls for work in transportation, forestry, education, health

Interim social, economic development program designed to provide test of 5-year plan proposed for 1966-70

Gabon's National Assembly has adopted a new Interim 3-Year Plan for 1963-65 economic and social development, the U.S. Embassy in Libreville reports.

Based on an intensive study done by a European research group (INTERNATIONAL COMMERCE, July 30, 1962, p. 18), the interim plan is designed to initiate certain projects and provide a testing-ground for the 5-Year Plan for 1966-70.

The new plan, generally regarded as well balanced and realistic, will deal with transportation, agriculture, forestry, education and training, and health and sanitation. Major features are:

Transportation. Work now in progress on roads to link Libreville with the north and northeast areas will be continued, and new projects will be started to connect the capital with the south and southeast.

Heavy-duty roads will be constructed for evacuation of logs from the second forestry zone, tying in with the Government's efforts to develop the country's more remote forestry areas. Improvements are contemplated for the river port of N'Djole and the seaport of Port-Gentil to accommodate increased traffic from the second forestry zone.

Two projects slated for special study are closely related to development of the rich Mekambo iron-ore deposits in northeastern Gabon. One study will be in preparation for construction of a deep-water port at Owendo, near Libreville, and the other for the building of a railway to link the Mekambo deposits with Owendo.

Agriculture. Priority is assigned to providing a more nutritiously balanced food supply to the population in Gabon's interior and to lessening the country's dependence on imports.

Efforts will be made to improve rural marketing and distribution of crops and diversify agricultural production. New crops such as paddy rice and citrus fruits will be introduced, cultivation methods for present crops such as peanuts, cocoa, and palms will be improved, and possibilities for expanding animal husbandry will be studied.

Forestry. A mainstay of Gabon's economy, forestry is given important consideration in the 3-year plan. In addition to improvement of log-evacuation facilities, projects will be implemented to provide financial and technical assistance to foresters, establish a Forestry Institute, and continue and intensify reforestation work.

Rwanda Opens Embassy

The Republic of Rwanda has officially opened an Embassy in the Windsor Park Hotel, 2300 Connecticut Avenue, N.W., Washington, D.C.

Staff members are M. Lazare Mpakaniye, Ambassador, and M. Canisius Mudenge, First Secretary.

The United States is represented in Rwanda by an Embassy at Kigali.

Formerly a part of the Ruanda-Urundi UN Trust Territory administered by Belgium, Rwanda became independent in July, 1962. It is in the heart of Central Africa, between the Congo (Leopoldville) and Tanganyika.

Coffee is Rwanda's main product. Production was 14,300 metric tons in 1961, as compared with 13,550 in 1960, and 19,350 in 1959. The United States purchases about 90% of Rwanda's coffee production, which provides more than 70 percent of that country's foreign exchange.

Industry and Power. The industrial sector is expected to expand on several fronts. A comprehensive study will be made during the first half of the 3-year period on development prospects for a paper industry based on Gabonese woods.

Other industrial possibilities to be considered include new wood industries, a chocolate-making plant, a brewery, a petroleum refinery, and a cement factory.

The major power project is for a dam and hydroelectric station at Kinguele on the Mbei River. The survey for this complex has just been completed.

Power developed at Kinguele would permit establishment there of a paper factory and would increase electric power available for Libreville and for proposed port facilities at Owendo.

The 3-year plan also recommends a complete study of Gabon's hydroelectric potential and continuation of work for rural electrification.

Education and Health. The plan recommends establishment of a Polytechnic Institute to train technicians and engineers, and technical apprenticeship schools are due to be operating early this year at N'Dende, Oyem and Moanda. Technical high schools are to be opened at Libreville and Port-Gentil.

Better and more complete public health and training facilities will be provided, with special attention to epidemiology. Mobile units will be operating in the near future to give immunizations and vaccinations.

Local financing

A large part of the needed funds will be provided from domestic revenues. A separate "development budget" has been instituted, and some 1.5 billion CFA francs (about $6 million) will be set aside for this purpose each year.

Nevertheless, external financial assistance will be essential. Some public funds will be provided by sources such as the French *Fonds d'Aide et de Cooperation*, the EEC's *Fonds Europeen de Developpement*, the United Nations, and aid programs of various Western nations.

Development in the industrial sector, however, will be left to private investors as much as possible. Government activities in this sphere are confined to improving infrastructure facilities and carrying out preliminary work such as technical feasibility studies.

The Government consistently has encouraged a strong private sector, and has enacted an investment code providing liberal benefits to both foreign and local private investors.

U.K.: GRAPEFRUIT QUOTA

The United Kingdom Board of Trade has announced that the quota for imports of fresh grapefruit from the Dollar Area for Mar. 1-Sept. 30, 1963 will remain at $3,220,000 cost, insurance, and freight, as in the previous period.

India hikes taxes, tariffs as invasion's impact forces big boost in defense outlay

Measures include new income tax surcharges, 10% levy on all import duties, tax rebates to stimulate exporting

India's budget for the fiscal year Apr. 1, 1963-Mar. 31, 1964 introduced substantial increases in taxes and customs levies, affecting companies doing business in and with India, as well as large segments of the population. In presenting the new budget, the Finance Minister cited the need for increasing defense expenditures to meet the Chinese aggression, without sacrificing economic development outlay.

Direct tax measures

The following direct tax measures are to be imposed:

- An additional 4 to 10% surcharge on income after taxes of individuals, Hindu undivided families, unregistered firms, and associations of persons.
- A 20% surcharge on income taxes payable by registered firms.
- Limitation of $12,600 per year as deductible expenditure by corporations for remuneration and perquisites to employees.
- Super-profits tax on corporations' net income after deducting income tax and super-tax (corporation tax) payable by corporations. If net income after tax exceeds 6% of corporation's capital and reserves, super-profits tax will be 50% of such excess over 6%; if net income after tax exceeds 10% of capital and reserves, super-profits tax will be 60% on that portion of such net income after tax which exceeds 10%.
- A rebate on income tax and super-tax equivalent to 2% of export turnover for manufacturers, in addition to the existing 5% tax rebate (from 50 to 45%) on company income for export earnings.

Customs, excise

New customs and excise measures were introduced:

- A general 10% surcharge on all import duties.
- Increases in import duties on a number of articles including mineral oils, petroleum products, machinery, iron and steel products, raw cotton, rubber, palm oil, motion-picture films, tobacco, dyes, hardware, electrical and other instruments, and motor vehicle parts.
- Abolition of export duty on tea.
- Excise duties increased on petroleum products, cigarettes, vegetable products, paints, varnishes, copper, strawboard, and certain iron and steel products.
- Excise duties reduced on steel plates, sheets, hoops, strips, and skelp, and eliminated for unprocessed vegetable, non-essential oil including ordinary edible oils.
- Surcharges on excise duties in 3 categories: 10% on items such as dyes, paper, tinplate, engines, and electric batteries; 20% on vegetable paints and varnishes, soap, cosmetics, plastics, tires, wood fabrics, artificial silk fabrics, electric fans, and other items; and 33 1/3% on luxury items such as silk fabrics, refrigerators, air conditioners, radios, and automobiles.

Compulsory savings

Apart from these changes in taxation, a scheme of compulsory savings was introduced. Postal rates were also raised, as were telegram and long-distance telephone charges.

Total revenue in the current account budget for 1963-64 was estimated at $3,888 million, against expenditures of about $3,890 million, resulting in an estimated current deficit of $1.6 million. Civil expenditures were estimated at $2,402 million and defense at $1,488 million. The separate capital budget called for an outlay of about $1,736 million, of which $1,403 million was for civil purposes and $333 million for defense. Defense expenditures in the combined capital and current-account budgets were more than double the estimated expenditures for the previous year's budget. Defense costs will absorb approximately 6% of national income, compared with about 2½% in the pre-emergency period.

PANAMA: NEW DUTY

All merchandise entering Panama on or after March 30 will be subject to an additional import duty of 1% of the freight-on-board value (Law No. 19, passed Jan. 29, 1963), the U.S. Embassy in Panama City reports.

Besides usual tariff duties, Panama now imposes an additional 1½% ad valorem surcharge, f.o.b. value, on all imports.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C.

EGYPT—Two U.S. firms win UAR engineering contracts for **consulting engineering work:** Aero-Services Ltd., 210 E. Courtland St., Philadelphia, Pa., signed agreement with General Organization for execution of 5-year Industrial Plan, economic feasibility survey, and preliminary design work on project for railroad between Baharia Oasis iron-ore deposits and Egyptian Iron and Steel Co. in Helwan, near Cairo. Ralph Parsons & Co., 151 S. DeLaney St., Pasadena, Calif., awarded contract for feasibility study of Mariut Land Reclamation project near Alexandria. Firm is testing soil in Western Desert under contract to Egyptian General Desert Development Organization.

HONG KONG—List furnishing information on firms awarded contracts on **various Government tenders** is available on loan basis.★

PAKISTAN—Contract for constructing **steel mill in Chittagong** awarded to Kobe Steel Works, Japan.

Ivory Coast sets first-half 1963 import program

Foreign exchange allocated for non-EEC goods totals $3 million

The Ivory Coast Republic has announced the values of imports from countries other than France which will be permitted for the first half of calendar 1963.

As reported by the U.S. Embassy in Abidjan, foreign exchange allotted for imports from the European Economic Community (excluding France) totals 1.3 million CFA francs (about $5 million), while that earmarked for purchases from the rest of the world (global quotas) amounts to 743 million CFA francs (approximately $3 million).

These figures represent twice the amount allocated for the Common Market during the first half of 1962, and a slight reduction for the rest of the world.

Larger quotas

Some of the larger global quotas announced (in dollar equivalents) are: cotton prints, $1.1 million; household articles, tools, and knives, $200,000; tobacco and tobacco products, $200,000; air conditioners and refrigerators, $160,000; office machines, $80,000; and pharmaceuticals, insecticides, dyes, and chemical products, $80,000.

Further information on the Ivory Coast import program is available from the Africa Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Bonn authorizes another additive for some fruits

Word has been received of a West German government announcement that calcium hydrogen-sulfite may now be used in treating certain fruits and fruit products (Federal Law Gazette—*Bundesgesetzblatt*—I, No. 1, p. 5, Jan. 12, 1963).

As reported by the U.S. Embassy in Bonn, this additive may be used on:

Dried apples, dried apricots, dried pears and peaches, raisins, but not currants; citrus-base juices, including citrus-base juice concentrates with a specific gravity of up to 1.33, but not citrus syrups; fruit pulps and fruit purees for making whole-fruit jams, jams, fruit jelly, confectionery or fillings for confectionery; liquid fruit pectin and fruit gelatinizing juice for making whole-fruit jam, jam, fruit-jelly, confectionery or fillings for confectionery; grated horse radish, chopped onions and onions pickled in vinegar.

The Department of Commerce World Trade Information Service publication, *Food Regulations of the Federal Republic of Germany and West Berlin*, appendix II, p. 5, should be amended to reflect this addition.

Riksbank okayed more '62 Swedish investment abroad

A composite picture of Swedish foreign investment may be gleaned from recent press reports. These show:

In 1962 the Riksbank granted permits for direct Swedish investments abroad to a value of $83 million, of which 60% was utilized during the year. Permits granted during 1961 totaled about $67 million, of which 82% was utilized. The largest number of permits was for investment in countries of the European Economic Community. The 1962 total was $30 million, as compared with $15 million in 1961.

Permits to invest in European Free Trade Association countries amounted to $26 million, as compared to $10.4 million in 1961. The value of permits granted for investment in North America rose sharply, from $2.3 million in 1961 to $10 million in 1962.

Applications for Swedish investments in developing countries declined during 1962 to $8.4 million from $35 million in 1961. This decline was largely due to the completion of Swedish investments in a mining operation in Liberia.

CONGO: CENTRALIZATION

The Congolese Central Government (Leopoldville) officially took charge of Katanga's customs services on February 12, the U.S. Consulate in Elisabethville reports. Customs services thereby became the exclusive responsibility of the Central Government.

Also taken over by the Central Government in February were the former Katanga National Bank, Katangan Police, and telecommunications services.

SWEDEN: EXPORT CREDIT

A new Swedish institution organized to extend long-term export credits, "Svensk Exportkredit," has started operations.

Exportkredit, owned jointly by commercial banks and the Government, may extend loans up to $193 million, with the interest rate fixed at 6¼%.

Ethiopia boosts duties in new protectionist moves

Ethiopia has raised duties on certain commodities to protect domestic industries against strong import competition. In several cases, duty rates were unchanged but commodity descriptions were amended to include goods previously charged a lower rate.

Items affected by the duty increases (under a Dec. 10, 1962 notice) are of only marginal interest to U.S. exporters but they represent important elements of Ethiopian domestic industry. Included are:

Cheese, 50% ad valorem; sugar, $8 per 100 kilograms; miscellaneous alcoholic beverages, 60%; drills and grey jean textiles, not over 75 cms. wide—20¢ per meter, over 75 cms. wide—4¢ per meter per every additional 15 cms.; miscellaneous chemicals, including plastic materials imported for use in local industry, 10%; leather boots and shoes, $4 per pair or 50% ad valorem, whichever is higher; sports footwear, excluding canvas, plastic and rubber shoes, 20%; corrective footwear, free; miscellaneous footwear, 50%; footwear parts and materials imported for local manufacture, 20%; leather soles and heels, 50%; plywood and pulp boards, 60%.

Nominal increases were also put into effect on imports of sheep, lamb, goat and kid skins in order to protect further this important local industry.

Bonn extends quotas for vegetable-oil imports

West Germany's Foreign Trade Agency has extended a quota of unannounced size for imports of refined edible vegetable fats and oils from various countries, including the United States, according to the U.S. Embassy in Bonn.

The following oils are covered: cottonseed; beach, corn, and poppy seed; peanut; coconut; linseed; olive in drums, tank cars, or tank ships; palm kernel; palm; rapeseed; sesame; soybean; sunflower seed; and various other vegetable oils. Edible vegetable fats and oils shall be hydrogenated or refined but not further processed. Peanut oil may be either hydrogenated but not further prepared, or hydrogenated and further prepared. In the case of hydrogenated peanut oil, licenses shall not exceed 200 metric tons.

License applications may be submitted until the quota is filled, but not later than Dec. 30, 1963. Licenses are valid for 6 months.

Clothing, varied equipment and products asked by 14 overseas firms

Companies from New Zealand to England look for licenses to manufacture raincoats, microphones, business machines, farm implements, boats, hosiery, filters, components

U.S. producers of electrical equipment; fabricated metal products; industrial, office and farm equipment; plastic products; transportation equipment and wearing apparel are offered licensing opportunities by firms in Austria, Belgium, England, France, Germany, New Zealand and South Africa.

Electrical equipment

France. Manufacturer of tubular heating resistances and elements for electric ranges, ovens, radiators and immersion heaters, seeks license to produce small household immersion heaters, fan heaters, grills and other similar mass-produced household equipment of an advanced design. Soc. Generale de Constructions Electro-Thermiques, 13 rue Planchat, Paris 20.

License to make small electronic and electromechanical equipment, components and parts sought by manufacturer of professional electromechanical and electronic devices. Soc. Morari & Cie, 43-45 rue du Moulin d'Enfer, Maisons-Alfort (Seine).

Manufacturer of electrodynamic microphones for telecommunications as well as hand microphones seeks license to make similar types of equipment. LEM, 145 Ave. de la Republique, Chatillon-sous-Bagneux (Seine).

Fabricated metal products

Belgium. Manufacturer of butane and propane cylinders, beer barrels, fire extinguishers and doors for refrigerators and trucks seeks license to make additional metallurgical products of medium size in aluminum or steel. Comet S.A., 140 Konigin Astridlaan, Mechelen.

Industrial, office, farm equipment

England. License sought for the production of convection dryers by manufacturer of axial and radial flow fans for all purposes. Aerex, Ltd., Cavendish Bldgs., West St., Sheffield 1, Yorkshire.

France. Manufacturer of precision parts seeks American licensing rights on mechanical devices and tools. Ets. H. Labbee, S.A., 13 Blvd. de Belleville, Paris 11e.

License sought to manufacture various types of machines, processes and products for the treatment of metallic surfaces; as well as paint spraying and application equipment by producer of generators and machinery for treating surfaces. S.A.T.E.M. 165 quai du Dr. Dervaux, Asnières (Seine).

Electromechanical invoice and accounting machine manufacturer seeks license to make accounting, invoicing and calculating machines. Bureau Meca 30 rue d'Armaille, Paris 17.

New Zealand. Seeks license to manufacture agricultural implements and associated products. Carrol Products, P.O. Box 1026, Hamilton.

Plastics products

Austria. Manufacturer of plastic dowels seeks license for related products. Alfred F. Mayr—A.F.M. Technik, 8 Bruneckerstr., Innsbruck/Tyrol.

Transportation equipment

France. Manufacturer of polyester boats seeks license to make glass fiber boats. Synthor, S.A., 13-17 rue Colbert, Bordeaux (Gironde).

Germany. Manufacturer seeks license to make oil, fuel and exhaust-fume filters for diesel motors. Rotring Feinstfilter Dipl.-Ing. Dr. Joh. Schaefer, Theaterplatz, Bremerhaven-M.

Wearing apparel

Belgium. Raincoat manufacturer seeks license to make U.S. treated poplin or foam-backed raincoats. Brabant Royal Confection, 57 rue des Soldats, Berchem St., Agathe.

South Africa. Hosiery firm seeks license to produce U.S. hosiery under license. Continental Hosiery Manufacturers Pty., Ltd., Elsies River, Cape Town.

Producing licenses open to U.S. firms

Grain purifier, distillation process, valve, fertilizer, snow plow offered here

Manufacturing licenses are available to U.S. firms for the production of distillation processes and fractional distillation columns, fertilizer and insecticides, snow plows and grain purifiers and pressure-operated valves.

Descriptions of these Austrian, Canadian, German or Swedish products or techniques follow.

Distillation processes. Canadian firm offers patent (pending) rights, drawings and know-how on new distillation processes and new design of fractional distillation columns. Reported advantages include savings in construction, processing costs and time as well as improvement in product quality.

Developments permit the possible extension to new ranges of separation not previously possible with conventional stills.

Areas of application include plants to manufacture ethyl alcohol, liquid air and petrochemicals and those engaged in the separation of heavy water.

A description of the processes is available from the Office of International Investment, Code 1075, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Fertilizer, insecticides. Manufacturer of fertilizer in cones, liquids, tablets and powder for flowers and plants and of liquid insecticides in automatic spray bottles seeks a U.S. licensee to make its products. The firm also wants a license to make similar U.S. fertilizers.

A brochure, in German, describing the fertilizers is available on loan from the Office of International Investment, Code 1076, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Snow plows, grain purifiers. Austrian firm offers a license for the production of its snow plows and preliminary grain purifiers.

A unique feature of the plow is that the blade deflects automatically upon contact with an obstacle and then returns automatically to its original position after the obstacle is bypassed. The blade also can be adjusted in accordance with particular road conditions.

The grain purifier is a high-duty preliminary purifier for grain mown by harvesters.

Additional information on these products is available on a loan basis from Office of International Investment, Code 1077, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Water supply valve. A Swedish firm seeks a U.S. licensee to produce its pressure-operated valve specifically intended for water supply systems.

The valve eliminates the need for a water-pressure tank, a stable discharge pressure is maintained, the discharge line pressure does not hunt and the device can be used with all U.S. jet and centrifugal pumps, the firm reports.

This invention is said to be patented in the U.S. and 10 other countries and patent applications are pending in 30 additional countries.

Specifications of the pump, in German, are available on loan from the Office of International Investment, Code 1078, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

TURKISH OIL STRIKE

Oil has been struck in the Garzan Field near Siirt in southeastern urkey. The crude has a gravity rating of 59%. For the time being, the well yields 200-300 barrels per day.

Extensive building planned for Australian hospital

The South Australian Government has approved the expenditure of more than $2.8 million for the building of a new 7-story wing to the Queen Victoria Maternity Hospital, 22 Victoria Ave., Rose Park, South Australia, and for alterations to existing buildings. The remodeled hospital will be the largest obstetrical hospital in South Australia, with overall accommodations for about 180 beds. The new wing, which will provide facilities for up-to-date techniques, will have nursing units, delivery and first-stage labor rooms, nurseries, ante- and post-natal clinics, and an X-ray department.

The hospital will have large areas for administration, clinics, and other departments on the first floor, and for birth suites and nurseries on the second floor. Teaching facilities and laboratories will be on the third floor. The remaining space will be wards.

The new wing will be of steel frame construction, faced in brick, and served by three elevators. In the ward blocks the building columns will be expressed on the facade, so that wards will be free of obstruction. Horizontal sun louvres will extend across the facade above each window level.

Tenders will be called late in 1963, and construction is expected to begin in January 1964 and be completed in 1966. Architects for the project are Stephenson and Turner, 1 North Terrace, Hackney, South Australia. They will furnish tenders as well as detailed information about the building and permanently installed equipment.

Korea requests bids for communications equipment

The Office of Supply, Government of the Republic of Korea, Seoul, has issued invitation KFX-3013-S for Project 63-13 & 20 for communications equipment—10 ventilating blowers 800 c.f.m., flexible hose for manholes, aircooled gasoline engines; 10 manhole pumps, 5 hp., ½ cubic meter a minute, portable, two wheels; 40 electric drills, heavy duty, 500 r.p.m., ¾ inch; 100 stapling guns; 20 cable feeders, flexible aluminum tubing, 12" long, 4½" dia.; 40 cable benders, for compound bends in lead covered cable up to 3"; and 2 hydraulic pipe pushers, 1¼" to 4", 6 speeds.

Bid deadline is April 4. Copies of the specifications are available on a short term loan basis from the General Industrial Equipment and Components Division, BDSA, Room 4022, Department of Commerce, Washington 25, D.C. (WO 7-5589).

Greece will soon accept bids on 17-station TV network

The Government of Greece has announced the reorganization of the Greek National Broadcasting Institute and establishment of a complete television network comprising 17 stations to serve 80-85% of the population. Procurement and installation of the equipment will be arranged through international bidding, and the publication of bid invitations and specifications is expected in the very near future.

The first stage of the project is estimated to cost $7 million and will be covered largely by foreign and internal borrowing by the National Broadcasting Institute. The Institute will be reorganized as a Government-owned corporation to operate both the radio and television networks, and a new system for the collection of radio and TV fees has been devised.

The present radio broadcasting system will be expanded by the installation of 38 FM stations and a short wave broadcasting center with two 100 KW short wave transmitters.

American firms may contact the Greek National Broadcasting Institute, Direction of Financial Services, 9 Paparrigopoulous Street, Athens, Greece for details.

English Midlands offer good market for U.S. women's wear

The English West Midlands is an expanding market and offers excellent prospects to American Manufacturers of high quality women's wear if scientifically and tastefully designed, and finished with appeal to the younger members of the professional classes.

A spokesman for a large luxury Birmingham store specializing in women's wear recently discussed participation in this high-quality retail market with the American Consulate in Birmingham. It was estimated that about 5% of the store's sales were American goods, but that in certain lines the percentage is twice as high.

Major imports in order of importance are brassieres and girdles, swim wear, jewelry, cosmetics, shoes, slippers, and towels. About 10% of this store's sales of brassieres and girdles are of American manufacture.

Firms which do their market research properly, which bring out high-quality, well-styled goods with fashion appeal and support them with effective publicity campaigns "can hit the jackpot" this spokesman declares.

Much success experienced with American lines of goods is ascribed to the effectiveness of the maker's publicity and their willingness to experiment and change styles radically every year. However, British manufacturers are learning fast, and it is more essential than ever for American exporters to be alert.

Pan American agency wants mobile radio equipment

The Pan American Health Organization in Washington, D.C., wants 4 transmitter-receiver units for use in El Salvador between vehicles or office locations. The units must be transistorized, shock-proof for jeep travel in rough terrain, operate on 110 volts or automobile battery, fixed frequency with an operating range of 150 miles, and small enough to be placed on an office desk or used in an automobile.

Specifications can be obtained from the Pan American Health Organization, 1501 New Hampshire Ave., NW., Washington 6, D.C.

New deadlines set for Pakistan power stations

Bid deadlines for the AID-financed Korangi Thermal Power Stations are extended as follows: phase 3 and 5 from March 5 to 15 (International Commerce, December 3, 1962, p. 41); phase 4 (tender 2300) from March 28 to April 12 (International Commerce, March 18).

Republic of Korea asks for radio monitoring equipment

The Government of the Republic of Korea is inviting bids for the supply of radio monitoring facilities including 6 single side band monitoring receivers (2 to 30 mc.), 3 FB converters, 3 Model 28 SR teletypewriters, 3 spectrum analyzers, 1 each precision frequency measuring instrument, frequency spectrum occupancy recorder, FM standard signal generator (27-216 mc., 3 band), VHF noise and electric field intensity measuring equipment, transmitter response measuring instrument, dial life tester, metal collating storage (electrolytic analyzer), direct reading type impedance measuring instrument, pressure measuring instrument; other accessories including gas removal and air-conditioning equipment. Closing date for submission of bids under Invitation KFX-3012-S is April 4.

Copies of the tender documents, specifications, and instructions may be obtained from Mr. Chung Soo Park, Procurement Attaché, Korean Embassy, 2320 Massachusetts Ave., Washington 8, D.C. Copies also are available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D. C. (WO 7-2334.)

Food products wanted by West German company

The Allgaeuer Alpenmilch Corp. of West Germany would like to hear from American firms interested in selling food products in West Germany and other European markets. This corporation has a volume in excess of $60 million. Its sales and marketing organization is active throughout West Germany.

The U. S. Consulate General at Munich considers this an excellent export opportunity for a large or medium size food-processing firm to enter the European market.

A WTD report dated February 27, 1963, is available from the Department's Commercial Intelligence Division.

Jamaica adopts modified American-style TV system

The Government of Jamaica has recently decided to adopt the 625-line modified RTMA system instead of the European 625 CCIR system. This decision was based on recommendations made by the Technical Sub-Committee of the Television Advisory Committee appointed by the Minister of Development and Welfare. Under the modified RTMA system, American manufactured TV sets can be used in Jamaica with slight modification.

New Zealand Railways to buy insulated joints

The Comptroller of Stores, New Zealand Railways, Private Bag, Wellington, C. 1, New Zealand, has issued tender N.Z.R. 63/38/1 calling for sealed bids on 4,320 insulated rail joints, to fit flat bottom R.B.S. pattern rail to N.Z.R. drawing 56764, rail weights 70, 75, 81, and 85 lb. rail per yard. Closing date for bids is May 15.

Tender and specifications may be procured from G. Brennan, Office of New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.; refer to file 63/115.

Saudi firm needs equipment for research laboratories

National Auto Parts Distributor Co., P.O. Box 79, AlKhobar, desires quotations from U.S. firms to enable it to bid on a $400,000 contract, available only to Saudi firms, for equipping new research laboratories of the Ministry of Petroleum and Mineral Resources. The contract calls for equipment and supplies for a chemical laboratory, petrographic laboratory, thin section laboratory, spectrographic laboratory, chemicals, surveying, prospecting and sampling equipment, geological supplies, mechanical drawing supplies, office furniture, equipment, and supplies.

National Auto Parts Distributor Co. requires quotations by April 23 in order to meet the bid deadline. A WTD report on this firm is available from the Commercial Intelligence Division of the Department.

Specifications for the equipment and supplies are available on a loan basis from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675).

Greece invites bids for radio-teletype equipment

The Director General of Procurement, State Purchases Directorate C', 50 Socratous St., Athens, is inviting bids for 2 radio-teletype receiving systems (A1 and F1 reception, 2.5-27.5 mc.), 2 radio-teletype and facsimile receiving systems (A1, F1 and F4 reception, 2.5-27.5 mc.), 1 radio teletype transmitter (F1 and F4 transmission, 3-20 mc., output power 2500 watts), and 1 antenna multicoupler. This equipment will be used for transmitting and receiving meteorological information. Spare parts, technical manuals, test instruments, a power supply unit, and other accessories are to be included.

Closing date for bids under tender C/84/62 is April 9. Interested firms can review the specifications and bidding instructions in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

Bids for amplifier units invited by New Zealand

The New Zealand Broadcasting Corp., P.O. Box 98, Wellington, New Zealand, is inviting bids for the supply of 20 pulse distribution amplifiers and 25 vision distribution amplifiers. Transistorized units are preferred. Closing date for bids under Tender M-2154 is April 9.

Copies of the tender and specifications can be obtained from the New Zealand Senior Trade Commissioner, 1145-19th St., NW., Washington 6, D.C., or reviewed in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C. (WO 7-2334.)

British firms in market for plastic materials

Three British firms are interested in buying certain plastic materials. A. S. Brown & Company, Ltd. (manufacturing), 79-83 Cobor Rd., Bow, London, E.3, wishes to hear from manufacturers of gold ornamental plastic.

G. L. Gladwin, Director, Birch & Gladwin, Ltd., 14 Vernon Bldgs., Westbourne St., High Wycombe, Bucks, wants to be supplied with suede finished PVC belting approximately 0.35" in thickness with the finish electrostatically applied so that the material can be welded rather than flock sprayed.

Sander Hammond & Sons, Ltd., manufacturers of children's bedding, needs decorated plastic materials for covering mattresses and similar items.

Samples of the materials sought are available on a loan basis from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675).

UAR extends deadline on Attaka fertilizer plant

The General Organization for Executing the Five-Year Industrial Plan, 6 Kkalil Agha St., Garden City, Cairo, United Arab Republic, has announced that the bid deadline of the tender for the extension of Societe El Nasr d'Engrais et d'Industries Chimiques, Attaka, Suez, has been postponed from March 16, 1963, to May 1, 1963.

Copies of the specifications may be obtained on a loan basis from the General Industrial Equipment Division, BDSA, Room 4022, Department of Commerce, Washington 25, D.C. (WO 7-5589).

Volkswagen wants U.S. parts for million cars a year

The Volkswagen company in Germany is seeking U.S. suppliers for parts and equipment, listed below, needed in the production of more than 1 million vehicles annually. It wants information from manufacturers only concerning the component part(s) they can produce and their production capacity. The Volkswagen company will furnish the specifications. It wants to hear from companies that can give priority to supplying its needs and whose shipments will not be interrupted by higher priority production.

Companies meeting the above criteria are invited to send information in English about their production program and delivery capacity to Volkswagenwerk A.G., Purchasing Department—Dr. W. Schulz, 318 Wolfsburg, Federal Republic of Germany.

Hardware and body parts—handles (zinc die castings), inner and outer rear view mirrors, sun visors, door locks, window glasses, and windscreen washers.

Engine parts—piston rings, fuel pumps, thermostats, and oil bath air filters.

Bearings—antifriction bearings, including roller bearings, and plain bearings.

Electrical equipment—headlamps, rear-lamps, license plate lamps, interior lamps, flasher lamps, generators, starters, ignition coils, distributors, flashers, horns, windshield wipers, electric bulbs, switches, and electric cables and ground straps.

Upholstery material and rubber parts—upholstery cloth, car carpeting, PVC-coated fabric, PVC-sheet material, PVC-beading, rubber floor matting, rubber running board matting, and moulded and extruded rubber parts.

Instruments — speedometers, including flexible shafts, and fuel gauges, including tank units.

Various parts and assemblies—shock absorbers, steering vibration dampers, brake linings, cables and conduits, powdered metal parts, springs, screws, bolts, nuts, and tank caps.

Rolled steel products—high quality steel tubing and sheet steel.

New Zealand to install transformer equipment

The New Zealand Electricity Department plans to acquire two 40-mv.a. 11/110 kv. transformer banks and spare unit for the Matahina Power Station.

Tender 416 (reference 21/76/95) includes seven single-phase, double-wound transformer units rated 13,333 kv.a., 11/63.5 kv., 50 cycles, outdoor type, oil immersed and water cooled.

Bids should be sent to the New Zealand Electricity Department, Private Bag, Wellington, by June 11.

A copy of the specifications is available for loan from the Power and Electrical Equipment Division, Room 4124, BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-4242).

Cyprus plans to increase generating capacity

The Electricity Authority of Cyprus is planning to provide increased generating capacity at a new power station site near Limmassol, Cyprus. Preece, Cardew and Rider, 8, 10, and 12 Queen Anne's Gate, Westminster, London, S.W.1., have been engaged as consulting engineers.

Contract B covers supply, erection, and 12-month maintenance of two 30,000-kw. steam turbo-generators; contract C, two 300,000-lb.-an-hour steam generating units. Bid deadline is June 28. Tenders may be obtained on or after March 29 from the Electricity Authority of Cyprus, P.O. Box 449, Photiou Staurou Pitta, Nicosia, Cyprus, upon payment of £20 (approximately $56) a contract for a set of four documents, nonrefundable.

Three copies of a brief contract description are available on loan from the Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C.

UAR wants bids on repair of Cairo trolley buses

The Cairo Public Transport Authority (Tramways Service), 28 Talaat Harb Street, Cairo, United Arab Republic, has issued separate worldwide tenders calling for sealed bids on equipment and accessories for repairing its fleet of trolley buses and tramways.

Bid deadline is indicated in the text of each tender.

Tender documents may be examined in the Department of Commerce Field Office, Empire State Building, 61st Floor, 350 Fifth Avenue, New York 1, N.Y.

Greece invites bids on electron tubes, transistors

The National Broadcasting Institute, 7 Paleon Patron Germanon St., Athens, Greece is inviting bids for the supply of 507 electron tubes and semiconductors. Their requirements include American, British, Dutch, and German tube types and bidders can submit bids for all or part of the 507 tubes and transistors.

The closing date for bids under this unnumbered tender (Technical Specifications No. 125) is April 10, 1963. Interested firms can review the specifications and bidding instructions in the Electronic Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD **indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

195, 196 Small Arms, Ammunition

ITALY—Firearms and ammunition such as carbines, shotguns, rifles, pistols; requests replies in Italian with illustrations and price lists. Direct purchase and agency. Zacca Sport (retailer, wholesaler, importer), 35 a/b/c Via G. De Felice, Catania. WTD 10/12/61.

200 Food

ITALY—Frozen foods, particularly frozen chickens and frozen dinners. E.R.G.A. (Esercizi Romani Generi Alimentari) (retailer), 60 Via Magnagrecia, Rome. WTD 2/21/63.

JAPAN—Foodstuffs, particularly fruit jams in jars for retail sale; highest quality preferred. Direct purchase and exclusive agency. Shima Trading Co., Ltd. (importing distributor, manufacturer's agent), 10 Koraibashi 4-chome, Higashi Ku, Osaka.

Canned fruit and vegetables, canned meats, canned assorted nuts, food seasonings; requests replies from canners and packers only. Mizuho Trading Co., Ltd. (trading company), 63-1 Yaba-cho, Naka-u, Nagoya.

204 Grain Mill Products

SURINAM—Poultry feed ingredients, specifically soybean meal, yellow corn, meat scraps, fish meal, milo, and other mixed-feed ingredients; 40 tons monthly. R. M. Oudsten Trade Enterprises (poultry raiser, importer, retailer, wholesaler), Jodenbreestraat 42, or P.O. Box 727, Paramaribo. WTD 9/26/62.

209 Miscellaneous Foods

VENEZUELA—Sesame seeds. Direct purchase and agency. Ottenheimer & Heimann (sales agent), P. O. Box 548 or Pasaje Zingg, Ofc. 353, Caracas. WTD 1/21/63.

220 Textile Mill Products

AUSTRALIA—Footwear fabrics of all types; requests samples, and price quotations f.o.b., but c.i.f. (Melbourne) preferred. Geo. Pizzey & Son Ltd. (merchant, tanner, importer), 131 Johnston St., Fitzroy, Melbourne, Victoria. WTD 1/31/63.

222 Broad Woven Fabric, Fiber

SURINAM—Fiberglass material for drapes and curtains. N.V. Randoe Surinam (interior decorator, upholsterer), P.O. Box 868 or Zwartenhovenbrugstraat 92, Paramaribo. WTD 2/15/63.

239 Fabricated Textile Products

ENGLAND—Trimmings for lingerie. Laces & Trimmings Division, Raywarp Textiles Ltd. (manufacturer, exporter), Alfred St., North, Nottingham. WTD 2/8/63.

SURINAM—Cotton sacks, 25-lb. content, and burlap sacks, 100-lb. content, for poultry feed. R. M. Oudsten Trade Enterprises (importer, retailer, wholesaler, poultry raiser), Jodenbreestraat 42 or P. O. Box 727, Paramaribo. WTD 9/26/62.

262 Paper Mill Products

AFGHANISTAN—Printing paper in various sizes; stationery; requests descriptive literature, and price quotations c.i.f. Khorramshahr, Iran and Karachi, Pakistan. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., 2nd Floor, Room No 1, Municipality St., Kabul. WTD 6/25/62.

ITALY—Writing, printing, and wrapping paper; requests quotations c.i.f. Italian port. Azienda Cartaria Ranieri (importer, dealer), 45 Via Capo d'Africa, Rome.

263 Paperboard Mills

AUSTRALIA—Fiber board and vulcanized board for making luggage; requests samples, price quotations f.o.b., but c.i.f., Melbourne preferred. Geo. Pizzey & Son Ltd. (merchant, tanner, importer), 131 Johnston St., Fitzroy, Melbourne, Victoria. WTD 1/31/63.

264 Converted Paper and Products

SURINAM—Paper bags, 100-lb. content, for poultry feed. R. M. Oudsten Trade Enterprises (importer, retailer, wholesaler, poultry raiser), Jodenbreestraat 42 or P. O. Box 727, Paramaribo. WTD 9/26/62.

280 Chemicals and Allied Products

ITALY—Cadmium colors, synthetic rubber latices, neats-foot oil. I.C.A.P.—Industria Chimica (manufacturer), S. Lorenze di Parabiago, Milan. WTD 1/10/63.

JAPAN—Chemicals of all kinds, both industrial and agricultural; pharmaceuticals of all kinds. Direct purchase and exclusive agency. Shima Trading Co., Ltd. (importing distributor, manufacturer's agent) 10 Koraibashi 4-chome, Higashi Ku, Osaka.

TAIWAN—Insecticides and other chemical products; requests replies from manufacturers only. Yu Tai Industrial Corp. (importer, exporter, manufacturer, distributor), 64 Hengyang Rd., Taipei.

281 Industrial Chemicals

INDONESIA—Caustic soda solid, calcium hypochloite powder, calcium carbit, sodium bicarbonate P.T. M. Parumpa & Co. (exporter, importer), Djl. Timor 13, Makassar, Celebes (Sulawesi).

282 Plastics Materials

TURKEY—Acrylic resins for manufacture of dentures. Hakki Erkiner (importer), Mesrutiyet Caddesi 22/24, Beyoglu, Istanbul. WTD 6/21/60.

283 Drugs

AUSTRALIA—Edible sorbic acid, 5 long tons, for delivery during period April 1, 1963-March 31, 1964 period. Water and sorbic acid 98-101% by wt.; heavy metals as Pb 10 p.p.m maximum; water 10% by wt. maximum; color and appearance white crystalline powder; preference will be given to material conforming closely to W.S.P. or B.P. standards; most economical packing for safe transit; size of shipment required 5-10 cwt.; quotation basis c.i.f. sterling per long ton Sydney; sample of at least ½ lb. required; duty Australian company's care; requires state-

ment of country of origin of material offered, name of supplier appreciated; statement of terms of payment, i.e. L/C, S/D, net 30 days, discount applicable; tenders close April 15, 1963. Petroleum Products of Australia Pty., Ltd. (importer, exporter, manufacturer, retailer), 315-317 Burns Bay Rd., Lane Cove, N.S.W.

283 Drugs

● **CEYLON** — Injections: Tetracycline I.V.; oxytetracycline I.M.; pyrrolidino methyltetracycline I.M.; oxytetracycline I.V.; polymyxin B-neomycin-bacitracin spray; demethylchlortetracycline capsules; tetracycline capsules. Bid deadline May 3. Chairman of the Board, Ministry of Health,, Box #500, Colombo.★ (WO 7-2239)

● Ethyl chloride spray; emetine HC1 Injection; procaine and epinephrine injection; multivitamin drops: ascorbic acid injection; piperazine citrate elixir. Bid closes April 30. Ministry of Health, Box #500, Colombo.★ (WO. 7-2239)

● **MOROCCO** — Benzoic acid, chromic acid, lactic acid, phosphoric acid, calcium gluconate, chloral hydrate, iodoform, sulfur sublimed and precipitated, etc. Bid deadline April 5. Pharmacie Centrale, 24 rue des Ouled Ziane, Casablanca.★ (WO. 7-2239)

● Istotonic glucose injection, 125 ml., 10x 1,500 bottles; isontonic glucose injection, 500 ml., 0 x 9,000 bottles. Bid deadline April 8. Pharmacie Centrale, 24 rue des Ouled Ziane, Casablanca.★ (WO. 7-2239)

NEW ZEALAND—Pharmaceuticals; bulk purchases to be packaged in New Zealand. Direct purchase and agency. Contract Packers, Ltd. (wholesale manufacturer, packer), 31 Walls Rd., Penrose, Auckland. WTD 7/11/62.

284 Cleaning Preparations, Perfumes, Cosmetics

NEW ZEALAND—Cosmetics, detergents; bulk purchases to be packaged in New Zealand. Direct purchase and agency. Contract Packers Ltd. (wholesale manufacturer, packer), 31 Walls Rd., Penrose, Auckland. WTD 7/11/62.

286 Gum and Wood Chemicals

AUSTRALIA—Distilled tall oil, 110 long tons, for delivery April 15, 1963, to May 1, 1964; minimum acid value 175 mg. KOH per gm.; Gardner colour (1933) 12 maximum; unsaponifiable matter 8% maximum; rosin acids 50% maximum; iodine value (wijs) about 155; favorable consideration will be given to material with lowest possible Gardner colour; packing required, sound second hand 40-45 gal. steel drums or 30 tons bulk deck tanks; size of shipment required, 10 tons drums or 30 tons bulk; quotation c.i.f. sterling per long ton Sydney; duty Australian company's care; 1 sample of at least ½ pint required; required would like country of origin of material offered, name of supplier, terms of payment, tenders close April 15. Synthetic Lubricants Pty. Ltd. (importer, exporter, manufacturer, retailer), 315-319 Burns Rd., Lane Cove, N.S.W. WTD 2/20/61.

291 Petroleum Refining

JAPAN—Petroleum products of all kinds. Direct purchase and exclusive agency. Shima Trading Co. Ltd. (importing distributor, manufacturer's agent) 10 Koraibashi 4-chome, Higashi Ku, Osaka.

306 Fabricated Rubber Products

ITALY—Rubber articles for domestic and industrial use, e.g. gloves, waterproof bedsheeting, hot water bottles. Direct purchase and agency. F.I.U.M.S. (Forniture Industriali Utensilerie Meccaniche), (importer, retailer), 34 Via Principe Umberto, Rome.

311 Leather Tanning, Finishing

AUSTRALIA—Top grade calf for making uppers for men and women's shoes; requests samples, price quotations f.o.b., but c.i.f. Melbourne preferred. Geo. Pizzey & Son Ltd. (merchant, tanner, importer), 131 Johnston St., Fitzroy, Melbourne, Victoria. WTD 1/31/63.

AUSTRALIA—Upper leather and shoe sole materials, novelties only; requests samples and price quotations f.o.b., but c.i.f. (Melbourne) preferred. Geo. Pizzey & Son, Ltd. (leather merchants, tanners, and importers), 131 Johnston St., Fitzroy, Melbourne, Victoria. WTD 1/31/63.

313 Boot and Shoe Cut Stock and Findings

AUSTRALIA—Shoe ornaments of all types, such as bows, buckles; requests prices f.o.b., but c.i.f. Melbourne preferred. Geo. Pizzy & Son Ltd. (merchant, tanner, importer), 131 Johnston St., Fitzroy, Melbourne, Victoria. WTD 1/31/63.

319 Leather Goods

JAPAN—Leather grips for use in manufacturing golf clubs, quantity for production of 500 dozen clubs monthly; urgently requests quotations. Akagi Shoten (importer, manufacturer, wholesaler, exporter), 24, Higashi-shirakabe-cho, Higashi-ku, Nagoya. WTD 5/24/62.

322 Glass, Glassware

NETHERLANDS—Glass aerosol bottles, without plastic coating. Direct purchase and agency. A. Jeukins (manufacturer's agent), P.O. Box 26, Huizen (N.H.).

323 Glass Products, Made of Purchased Glass

★★ **MEXICO**—Wholesaler of structural glass products used in the building construction field seeks additional structural glass product lines not presently being produced in Mexico; Vidrieria Ciudad Madero, S. A., Alvaro Obregón No. 725, León, Guanajuato. I.R.-121.

326 Pottery, Related Products

● **IRAQ**—Chinaware, 6 items, various quantities and sizes in each item. Tender 2/63, bid deadline March 31, Ministry of Health, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (WO. 7-4387)

327 Concrete, Gypsum, Plaster Products

GERMANY—Concrete prefab houses, ready for occupancy upon completion, one-family size, no more than 2 stories. Direct purchase and agency. Grabowski & Co. K.G., (real estate agent), 30 Schwarzburgstrasse, Frankfurt am Main.

329 Abrasive, Asbestos Products

JAPAN—Diamond powder for industrial use. Yamato Kenzai Shokai Ltd. (importer, wholesaler), No. 19, 3-chome, Kinshicho, Sumida-Ku, Tokyo.

331 Steel Mill Products

■ **INDIA**—High speed steel bars 18/4/1 quality. Loan 217. U.S. source. IL#DL /55/803/02-301/0077. Bid deadline April 8. Addison & Co. Ltd., 158 Mount Rd., Madras 2.

■ Electrical steel sheets, transformer grade for manufacturing electrical transformers. Loan 217. U.S. source. IL#DL /55/357/02101/0561. Bid deadline April 8. A.E.I. Manufacturing Co., Pvt., Ltd., No. 1, Taratolla Rd., Garden Reach, P. O., Calcutta 24. Cable: MAINLAND.

■ Stainless steel sheets and plates, AISI 316 and AISI 304, 1D finish in minimum size 8′ x 4′ packed in fully enclosed cases in thickness 1″ to 17 gage (SWG); seamless stainless steel tube AISI 304 and 316 type in lengths of 18′ fully enclosed wooden cases components for butyl acetate plant and for miscellaneous chemical machinery. Loan 217. U.S. source. IL#SDL/55/921/02 3 01/0215; IL#A 587471/61/AU.DW/CCI/HQ/RM; and IL#A587601/61/AU.DW/CCI /HQ/RM. Bid deadline April 8. Indo-Berolina Industries, Private Ltd., Bombay 1.

■ Electrical steel sheets for transformer laminations, flash enameled on both sides for manufacture of power and distribution transformers. Loan 217. U.S. source. IL#DL/55/59/02101/0201. Bid deadline April 8. The Hindustan Electric Co., Ltd., Thackersey House, Graham Rd., Ballard Estate, Bombay 1. Cable: UDYOG.★

■ Mild steel sections, 532.215 metric tons. Loan 217. U.S. source. Bid deadline April 8. Hindustan Shipyard Ltd., Gandhigram, Visakhapatnam 5.

■ Prime quality stainless steel sheets and plates, hot rolled, annealed and pickled AISI type 316, 2D finish, packed in completely enclosed wooden skids. Size 8′ x 4′, 8G, 5 tons; 14G, 3.5 tons c.i.f. Bombay. Loan 217. U.S. source. IL#BL/55-44/ 02301/14. Bid deadline April 8. Dalal Engineering Private Ltd., Chinchavli, Malad, Bombay 64.

■ Hot rolled boiler quality steel plates to ASTM A201-61T Grade B, fire box quality, equivalent to BSS-1633, 117.06 metric tons. Loan 217. U.S. source. IL#DL/55/122/02-1-01/0642. Bid deadline April 8. Walchandnagar Industries Ltd., Construction House, Ballard Estate, Bombay 1. Cable: WALSAKHAR WALCHANDNAGAR.

■ Safety razor blade steel strips, required 200 tons at the rate of 50 tons a month; hacksaw blade steel strips, required 28 tons at the rate of 10 tons a month. Loan 217. U.S. source. Bid deadline April 10. Harbans Lal Malhotra & Sons Pvt. Ltd., 18 Netaji Subhas Rd., Calcutta 1.

INDONESIA — Building materials: m.s. equal angles, m.s. round concrete-reinforcing bars, m.s. flat bars, galvanized water tubes, galvanized iron wire. P.T. M. Parumpa & Co. (exporter, importer), Djl. Timor 13, Makassar, Celebes (Sulawesi).

★★ **MEXICO**—Importer and wholesaler of special steels wishes to act as distributor for a U. S. manufacturer of seamless steel tubing, both standard and stainless; Aceromex-Atlas, S.A., Ayuntamiento No. 158, Apdo. 7234, Mexico, D. F. WTD 5/22. I.R.-56.

NORTH BORNEO—Mild round steel pipes, ¼″ to 1¼″ diameter, 40′ long, for use as steel water pipe for government contract; in quantities of 50 metric tons and up; payment on L/C terms; requests specifications and c.i.f. Jesselton prices. Ling Hua Kai, Kiong Sing Co. (importer, retailer), 5 Beach St., Jesselton. WTD 2/19/63.

■ **PAKISTAN**—Bright cold rolled steel strips, spring steel wire, special steel rods. Loan 7. U.S. source. S/A RM 041948. Credit amount $10,290. Bid deadline April 10. Pakistan Industrial Chains Co., 34-35 Forbes Bldg., Bunder Rd., Karachi. Cable: DRIVECHAIN.★

■ Prime quality, assorted, electrolytic tin plate, 0.50 or .075 oz. tin coating, sizes 18¾″x28″, 20½″x30″, about 525 tons; G. I. wire, 9 BWG, about 12 tons. Loan 7. U.S. source. S/A RM 057420. Credit amount $115.500. Bid deadline April 10. Hamedia

Metal Industries Ltd., 140 Baezid Bostami Rd., Industrial Area, Chittagong. Cable: GULEGULZAR.

■ Soft bright galvanized iron wire; G. I. wire, gage 20, 22, 24, 26, 28, 30. Loan 7. U.S. source. Ref. S/A RM 041949. Credit amount $18,963. Bid deadline April 10. Central Wire Netting & Metal Products Co., 427 Princess St., Karachi. Cable: WIRENETT.

■ Galvanized iron plain sheets, prime quality, 1.25 oz. zinc coating, 3'x6', gage 28, to 36; galvanized iron wire round, 22 & 24 gage. Loan 7. U.S. source. S/A RM 055346. Credit amount $16,588. Bid deadline April 10. Traders-de-Pak, Katalgonj, Chittagong.

■ Pig iron, foundry quality, sand or machine cast. Loan 7. U.S. source. S/A RM 057394. Credit amount $17,028. Bid deadline April 10. Zahed Metal Industries, Bogra, East.

■ M. S. black sheets, cold, hot rolled, 4'x8', 3'x6'x9', 26 gage; G. P. sheets, zinc coating, 1.25, 4'x8', 3'x6', x16-31 gage; M. S. window section, M. S. channel, M. S. tees, M. S. angles. Loan 7. U.S. source. S/A RM 057368. Credit amount $5,250. Bid deadline April 10. Batali Iron & Steel Industry Ltd., Quaid-e-Azam Rd., Chittagong, Cable: BABUL BOY, Chittagong.

■ Pig iron, analysis, Si. 3.0/3.5%, Mn. .5/1%, Ph. .6/1%, Su. .05% max. C. 3.0/4. Loan 7. U.S. source. Reference: S/A RM 040575. Credit amount $11,550. Bid deadline April 10. The National Engineering Works, 14 Abbot Rd., Lahore. Cable: NATIONAL ENGINEERING WORKS.

■ Tinplate, tool steel, and mild steel galvanized wire. Loan 7. U.S. source. S/A RM 041947. Credit amount $147,000. Bid deadline April 10. Hashimi Can Co. Ltd., B/24, S.I.T.E., Manghopir Rd., Karachi 16. Cable: HASHIMICAN.★

332 Iron and Steel Foundries

● **GREECE**—Cast iron pipe and cement asbestos pipe and fittings, tender 923; bid deadline April 17. Estimated value $30,000. Bid documents and drawings may be examined at Room 4002, Main Commerce Building, Washington 25, D.C. (WO 7-5255).

335 Rolling, Drawing, Extruding Nonferrous Metals

GERMANY—Nonferrous strip; requests replies from manufacturers only with c.i.f. Bremen or Hamburg price quotations. Doehner AG (manufacturer), 2 Hagener Str., 5868 Letmathe/Westf. WTD 11/30/62.

● **IRAN**—Paper backed aluminum foil, two (2) tenders for the Iranian Tobacco Monopoly, Tehran. 2,400 rolls. Bid deadline April 17.★ 53,500 rolls. Bid deadline May 14.★ (WO 7-2181).

336 Nonferrous Foundries

■ **THAILAND** — Copper cable. Loan 19. Worldwide. Invitation PDC-MEA-152. Bid deadline April 12. Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC. Copies of complete invitation to bid are available from: Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

342 Cutlery, Hand Tools

AUSTRALIA—Hardware for key cases, handbags and purses, cigarette cases, luggage, briefcases, golf bags; requests samples and price quotations may be f.o.b., but c.i.f. Melbourne preferred. Geo. Pizzey & Son Ltd. (merchant, tanner and importer), 131 Johnston St., Fitzroy, Melbourne, Victoria. WTD 1/31/63.

ITALY—Pliers, cutting nippers; adjustable, socket, crowfoot, double head and pipe wrenches; screw taps, screw cutting dies; twist drills; snips; chisels, iron planes, sanding disks. Direct purchase and agency. E. Savio & C. di Luigi Cuvertino (importer, wholesaler, agent), 17 Corso Matteotti, Turin. WTD 3/4/63.

★★ **MEXICO**—Door-to-door wholesaler of kitchen utensils seeks an inexpensive food slicer to add to line; DICOMEX, S. A., Ave. Chapultepec No. 318, Mexico 7, D.F. I.R.-17.

★★ Manufacturers' agent in the hardware and surgical lines seeks agencies for additional hardware items; Agencia de Representaciones Severo López, Patricio Saenz 631, Mexico, D.F. I.R.-65.

343 Heating Apparatus, Plumbing Fixtures

NORTH BORNEO—Stainless steel sinks, polished, for home and institutions; single and double bowls; requires 10-20 units at a time with L/C terms; requests specifications and c.i.f. Jesselton prices. Mr. Ling Hua Kai, Kiong Sing Co. (importer, retailer), 5 Beach St., Jesselton. WTD 2/19/63.

344 Fabricated Structural Metal Products

GERMANY—Prefab metal houses, ready for occupancy upon completion, one-family size, no more than 2 stories. Direct purchase and agency. Grabowshi & Co. K.G., (real estate agent), Schwarzburgstrasse Frankfurt am Main.

345 Screw Machine Products

● **IRAN**—Hexagonal bolts and nuts, 32 sizes; different quantities. Tender 41/273-284, deadline April 15. Iranian State Railways, Tehran, Iran.★ (WO 7-5589.)

346 Enamelware

● **IRAQ**—White enameled iron utensils for Ministry of Health. 1,000 water jugs, 10 pt. cap., conical shape; 1,000 water jugs, 5-pt. cap., oval shape; 2,500 pails, conical shape, with cover 11" x 11"; 2,500 pails, same type without cover; 1,000 basins, 15" diameter. Tender 2/63, bid deadline 12 noon, March 31. Deposit and samples required with bid submission. Delivery specified over 4-month period after contract award. Terms and specifications available for $6.30 from Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, or on loan from BDSA Consumer Durables Division (WO 7-2923).

349 Fabricated Metal Products

AUSTRALIA—Golf and baseball spikes, price quotations may be f.o.b., but c.i.f. Melbourne preferred; requests samples if possible. Geo. Pizzey & Son Ltd. (merchant, tanner, importer), 131 Johnston St., Fitzroy, Melbourne, Victoria. WTD 1/31/63.

● **CEYLON**—Radial gates (35), with hand operated radial gate hoists. Various sizes from 10' x 8' to 20' x 12½' for dam and irrigation purposes. Provision for motor operation. Bid deadline May 20. Chairman, Tender Board, Ministry of Agriculture, Land, Irrigation and Power, P. O. Box 500, Colombo, Ceylon.★ (WO 7-5589)

★★ **MEXICO**—A group of metal manufacturers and importers seek agencies for miscellaneous fabricated metal products with an option for licensing; Industrias Pro Metal, Av. M. Escobedo 491-403, Mexico, D. F. I.R.-50.★

■ **VIET-NAM**—Butterfly valves; check valves. Loan 62. Worldwide. Invitation 0784-06023. Bid deadline April 17. Central Purchasing Authority, P. O. Box H-5, Saigon. Copies of tender documents may be obtained from the Embassy of Vietnam, 2251 R St., NW., Washington 8, D.C.★

351 Engines and Turbines

★★ **MEXICO**—Gas turbines (above 100 HP), centrifugal compressors, and gas engines (agency); Mr. Manuel Oceguera S., Zamora 141-C, Col. Condesa, Mexico 7, D. F. I.R.-64

352 Farm Machinery and Equipment

AUSTRALIA—Lime spreaders, truck body type; lime spreaders, wheeled hopper type, tractor drawn; manure loaders; manure spreaders, tractor drawn or tractor mounted. Requests price quotations and literature. Mobile Industrial Equipment Ltd. (importer, exporter, manufacturer, retailer, wholesaler), 410 Whitehorse Rd., Nunawading, Melbourne, Victoria. WTD 2/21/63.

ENGLAND—Agricultural equipment, all types. Direct purchase and agency on exclusive basis for United Kingdom. Cory Brothers and Company Ltd. (exporter, ship broker), 8 Great Tower St., London, E.C.3. WTD 1/22/63.

353 Construction Machinery

AUSTRALIA—Finishers, asphalt, bituminous, concrete, portable; mixers, soil-cement highway stabilization process, and soil pulverizers; self-propelled pavers, portable and mix-in-place, asphalt, bituminous, concrete; spreaders, aggregate, asphalt, bituminous, concrete, chip, cinder, and salt; tampers, base, subbase, form, air, engine driven, and vibrating; vibrators, batchplant, base, subbase, concrete, asphalt, surface, portable; requests price quotations f.o.b. and c.i.f. Melbourne. A H. McDonald & Co. Pty. Ltd. (manufacturing engineer, distributor), 566 Bridge Rd., Richmond, Victoria. WTD 1/17/63.

ENGLAND—Earthmoving equipment, all types. Direct purchase and agency on exclusive basis for United Kingdom. Cory Bros. and Co. Ltd. (exporter, ship broker), 8 Great Tower St., London, E.C.3. WTD 1/22/63.

■ **INDIA**—Mobile cranes, 5-ton capacity; tractor shovel, 2¼ to 2½ cu. yds. Loan 217. U.S. source. Reference D/ENQ/639. Project 14122-N/14127-N/I. Bid deadline April 9. Director General of Supplies & Disposals, N. I. Bldg., Parliament St., New Delhi, where bids are to be sent direct. Tender papers available from India Supply Mission, Washington, D.C. for $2.10 each, not refundable.

INDIA—Construction equipment, especially dragline shovels, excavators, bulldozers; requests replies from manufacturers only. B. R. Herman & Mohatta (India) Pvt. Ltd. (importer, wholesaler, manufacturer), Mustafa Bldg., Sir Phirozshah Mehta Rd., Bombay 1. WTD 12/20/61.

★★ **MEXICO**—Importer and manufacturers' representative in the oil and water well equipment field seeks exclusive representation for oil and water exploration equipment with view to future licensing agreement; Distribuidoras Industriales, S.A., Lafragua No. 13 - 201, Mexico, D. F. WTD 3/15. I.R.-10.

354 Metalworking Machinery

INDIA—Gear grinding machine: maximum diameter of work 12" & 20", maximum pitch module 10; maximum face width of work 170 mm.; spline grinding machine: maximum length between center 750 mm.; maximum diameter to be ground 90 mm.; jig borer: double-column hydraulical, optical jig borer No. 6, table surface 1100 x 1400 mm., spindle nose Morse No. 4. Hindustan Gas and Industries Ltd. (manufacturer), 22 New Tangra Rd., Calcutta 46. WTD 8/3/62.

■ **ISRAEL**—Model 4315-5 baler, complete with 15-hp. motor, prewired control panel,

air cooler, automatic cycling device, automatic density control, automatic bale length control and feed chute; Model 1030-36 cyclomatic hogging unit, consisting of hogger, 30-hp. hogger motor, pinch table feed conveyor, complete with 2¾ hp. motors, take-off adapter, No. 35 heavy-duty material exhauster with built-in base, 20 hp. exhauster motor, complete set sheaves and V- belts, exhauster blower motor guard and control panel; hogger diverter valve. East Chicago Machine Tool Corp. equipment, or equal. Loan 28. U.S. source. Sub-authorization 791/1/483. Bid deadline April 10. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention: Mr. Hans. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by June, with prices itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tender to buyer, in duplicate.

ITALY—Machine tools, welding equipment. Direct purchase and agency. F.I.U.M.S. (Forniture Industriali Utensilerie Meccaniche) (importer, retailer), 34 Via Principe Umberto, Rome.

JAPAN—Products of die manufacturers, particularly progressive stamping dies for motor laminations and surface grinders. Mitsui Mfg. Co., Ltd. (manufacturer), 1-Chome, Tsutsui-dori, Yahata-shi, Fukuoka Prefecture. WTD 1/28/63.

★★ **MEXICO**—Importer of machinery wants agency for metalworking machinery, particularly metal forming types; Erico, S.A., Manzanillo No. 1, Col. Roma, Mexico, D. F. I.R.-91.

NORWAY—Portable power tools, gas powered and battery powered. Direct purchase and agency. Norske Stalprodukter A/S (importing distributor, manufacturer's agent), 41 Th. Heftyesgate, Oslo. WTD 12/1/61.

353 Special Industry Machinery

CEYLON—Complete plant for manufacture of nylon fishing nets, twines, ropes; requests replies from manufacturers only. D. V. Martenstyn and Co. (importing distributor), P. O. Box 916 or 29/-2/3, Gaffoor Bldg., Fort, Colombo. WTD 6/11/62.

ENGLAND — Bakery equipment except bread and biscuit machinery, particularly depositing and mixing machinery; all machinery for meat processing except that associated with slaughtering and processing of by-products, especially dicing and cutting machines; canning machines for meats and fruits. H. L. Feibelman, Production Engineering Department, Marks & Spencer, Ltd. (retailer), Michael House, Baker St., London, W.1.

ITALY—Filling machines for glass and plastic bottles; automatic wrapping and packaging machinery for bottles and cups; packaging machinery for cigarettes, ice cream, pastries, bolts, tools; stitching and nailing machines for cartons and boxes. Direct purchase and agency. Pacoma, s.p.a. (manufacturer's agent), Corso di Porta Nuova 13, Milan. WTD 1/19/63.

Potato chip slicing and cooking machines for new plant in Pomezia, province of Latina. Giuseppe Paolucci, Executive Director, C.I.A.C. (Compagnia Italiana Alimenti Confezionati) (manufacturer), Massa Martana (Perugia).

★★ **MEXICO**—Manufacturer of neon and illuminated signs wishes to purchase plastic extrusion and vacuum presses (direct purchase or joint venture); Neon Anunciadoria de Mexico, S. de R. L., Manuel Maria Contreras No. 73, Mexico, 4, D. F. I.R.-45.

★★ Marble processor wishes to purchase marble cutting equipment, preferably multiple slab sawing devices. Also a complete hydrated lime plant; Marmoleria, "El Rayo," 11 Oriente No. 808, Puebla, Pue. I.R.-105.

★★ Manufacturer of metal products desires to represent U.S. firm manufacturing bottle capping machines preferably screw type. Has facilities for servicing and a sales force of four covering most of Mexican urban areas; Maquinaria y Refacciones Especializada, S.A., Amores 1617, Mexico 12, D.F. I.R.-104.

★★ Manufacturer of men's shoes wishes to purchase one machine for the production of plastic shoes for men and women (direct, immediate purchase); Fabrica de Calzado Hilda, Independencia No. 215, León, Guanajuto. I.R.-77.

NORWAY—Circular saws, chain saws, drills. Direct purchase and agency. Norske Stalprodukter A/S (manufacturer's agent, importing distributor), 41 Th. Heftyesgate, Oslo. WTD 12/1/61.

■ **PAKISTAN**—Machinery required for the manufacture of electrical accessories—all sorts of switches, ceiling roses, 2-pin plugs, 2-pin sockets, 3-pin plugs, 3-pin sockets, battery holders, pendant holders, etc. Loan 194. Worldwide. Credit amount $95,000. Bid deadline April 10. Churigar Plastic Industries Ltd., 20, Quettawala Bldg., Marriot Rd., Karachi. Cable: CHURICO. Bank of America, Far Eastern Division, 37-41 Broad St., New York 15, N.Y.★

SPAIN—Machinery and equipment for complete plant for extraction of edible oils and byproducts from oilbearing seeds: silo for storage of oilbearing seeds with capacity of 15,000 tons, subject to possible future increase up to 30,000 tons; machinery and equipment to transfer oilbearing seeds from ship to silo by mechanical means or by conveyor system; weighing and other control machinery for unloading; machinery and equipment for transfer of seeds from silo to mill; machinery and equipment for oil extraction from seeds by pressure and solvents, processing capacity of 150-200 tons of seeds in 24 hours; requests replies in Spanish. Industrias Sotileza, S.A. (importer, wholesaler, manufacturer), P.O. Box 325 or Calle de Carlos Haya 23, Santander. WTD 2/19/63.

356 General Industrial Machinery

NORWAY—Pump sprayers and related equipment. Direct purchase and agency. Norske Stalprodukter A/S (manufacturer's agent, importing distributor), 41 Th. Heftyesgate, Oslo. WTD 12/1/61.

SPAIN—Packaging and bagging machinery and equipment to handle about 30,000-40,000 tons annually of organic fertilizer of the compost type with 30% moisture content; packaging machinery may be for bagging the product in paper, plastic bags, or any other suitable container; requests replies in Spanish. Antonio de Anabitarte Arrue (importer, manufacturer), Campo de Volantin 13, segundo derecha, Bilbao.

SPAIN—Automated machinery for filling plastic bottles with lye and hermetically sealing them. Satco, S.A. (importer, commission merchant), Prim 51, entresuelo, San Sebastian. WTD 2/8/63.

358 Service Industry Machines

★★ **MEXICO**—Vending machines (exclusive agency); Distribuidoras Industriales, S.A., Lafragua No. 13—201, Mexico, D.F. WTD 3/15. I.R.-10.

★★ An association of apple producers wishes to purchase refrigeration equipment for apple storage; Confederacion de Asociaciones Locales de Productos de Manzanas, Universidad 1909, Chihuahua, Chih. NCIA. I.R.-101.

★★ Wholesaler of air conditioning, heating, ventilating and refrigeration equipment wishes to represent companies manufacturing products used in this line. Has sales, installation and service personnel and engineering staff; Climart, S.A., Filomeno Mata No. 13, quinto piso, Mexico, D.F. WTD 10/29. I.R.-89.

● **TRINIDAD** — One complete air-conditioning system to include 2 packaged water chilling units, 40 tons capacity. Tenders available 4/1 from A. H. Barker & Partners, Abbey House, 2 Victoria St., London S.W. 1, England for $14. Deadline 7/1/63. Trinidad and Tobago Electricity Commission, 63 Fredrick St., Port of Spain, Trinidad, W.I.★ WO 7-5589.

362 Electrical Industrial Apparatus

● **IRAQ**—Supply and installation of one 200-kw. diesel generator set for the Rawindoze electrical scheme; tender 19, bid deadline April 13. Directorate General of Planning and Design, Ministry of Municipalities, Baghdad. Specifications may be obtained from the above agency upon payment of $5.60 plus 75 cents for air mail. One set of specifications is available for review only in Room 4124, Power and Electrical Equipment Division, BDSA. (WO 7-4242)

ITALY—Welding equipment. Direct purchase and agency. F.I.U.M.S. (Forniture Industriali Utensilerie Meccaniche) (importer, retailer), 34 Via Principe Umberto, Rome.

■ **PAKISTAN**—Electric motors; pumping sets; stationary type petrol engine; air compressors with tank and electric motors; car lifts; refrigerators and deep freezers; air-conditioners; water coolers; parts and accessories of refrigeration machinery. Loan 53. IL #206248. Credit amount $10,500. Bid deadline April 10. Khokhar & Co., Ltd., 75 Brandreth Rd., Lahore. Cable: FLYINGSTAR.★

364 Electric Lighting, Wiring Equipment

AFGHANISTAN—Electrical goods such as lamps, florescent fixtures, wiring, light switches; requests descriptive brochures and price quotations c.i.f. Khorramshahr, Iran and Karachi, Pakistan. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., 2nd Floor, Room No 1, Municipality St, Kabul. WTD 6/25/62.

367 Electronic Components

TURKEY—Wireless filters. Hilkat Bolulu (importer), P.O. Box 564, Galata, Istanbul. WTD 7/18/62.

369 Miscellaneous Electrical Machinery

TURKEY — Electrocardiograph instruments, high-voltage electrophoreses, electrophoreses with automatic integrators, and other related equipment. Radio Teknik—V. Kornfilt & M. P. Perrin (importer), Tarlabasi Cad. 150, Beyoglu, Istanbul. WTD 8/31/62.

371 Motor Vehicles and Equipment

★★ **MEXICO**—Agent in special equipment for trucks wants to act as manufacturers' representative or agent for lines of special equipment for trucks such as: wrecking equipment, utility equipment, axles for heavy-duty trailers, low-boy tires, winches; Mr. John Powanda, Hamburgo 105 (Desp. No. 103), Mexico, D.F. I.R.-54.

★★ Distributor of automotive parts and accessories desires exclusive representation of automotive parts, particularly new or novel applications, such as repair parts

and accessories which improve original equipment; National Dynamic de Mexico A. en P., Palma No. 2 desp. 101 & 102, Mexico 1, D.F. I.R.-96.

PHILIPPINES — Automotive tools. EURASIAN AMERICAN COMMERCIAL (manufacturer's agent), 601 Manhattan Bldg., Nueva, or P.O. Box 1118, Manila. WTD 8/7/62.

381 Engineering, Scientific Instruments

ENGLAND — General engineering equipment. Direct purchase and agency. Simplon Export and Import Co., Ltd. (exporter, commission merchant, sales agent), 6 Carlos Pl., Grosvenor Sq., London, W.1. WTD 1/17/63.

MEXICO—Engineer's drawing materials and instruments; requests replies from manufacturers only. Direct purchase and agency. Proveedora Tecnica, S.A. (importer, retailer, wholesaler), 5 de Mayo No. 106 Poniente, Monterrey, Nuevo Leon. WTD 2/14/63.

383 Optical Instruments, Lenses

TURKEY—Microscopes and similar laboratory equipment. Radio Teknik — V. Kornfilt & M. P. Perrin (importer), Tarlabasi Cad. 150, Beyoglu, Istanbul. WTD 8/31/62.

384 Medical Supplies

● **CEYLON** — Supply of paraffin gauze dressings B.P.C. and profiavin hemisulphate B.P. Bid deadline April 30. Chairman, Tender Board, Ministry of Health, P. O. Box No. 500, Colombo.★ (WO 7-2939)

● Supply of 12 sterling junior unit, 220/230 volts, and 6,000 pair cataract spectacles of various types distance and reading glass. Tender US/COM/29/4, bid deadline May 17. Chairman, Tender Board, Ministry of Health, P.O. Box 500, Colombo.★ (WO 7-2939)

ITALY—Industrial safety equipment. Direct purchase and agency. F.I.U.M.S. (Forniture Industriali Utensilerie Meccaniche) (importer, retailer), 34 Via Principe Umberto, Rome.

★★ **MEXICO**—Importer and wholesaler of hospital equipment desires to purchase laboratory, research, scientific and hospital operating equipment; Materiales S.A. de C.V., Hamburgo 97-202, Mexico 4, D.F. I.R.-97.

★★ Manufacturers' agent of hardware and surgical lines seeks agencies for wheel chairs and stainless steel hollow ware for hospital use; Agencia de Representaciones Severo López, Patricio Saenz 631, Mexico, D.F. I.R.-65.

TURKEY—Audiometers. Radio Teknik — V. Kornfilt & M. P. Perrin (importer), Tarlabasi Cad. No. 150, Beyoglu, Istanbul. WTD 8/31/62.

386 Photographic Equipment, Supplies

ENGLAND—Cameras, films, other photographic equipment and allied products. Direct purchase and agency. Hart Photographic Services (E. H. Butler & Son Ltd.) (manufacturer, wholesaler), 5-19 Brunswick St., Leicester.

391 Jewelry, Silverware

BELGIUM—Jewelry in precious metals such as gold, platinum, palladium. Ets. P. C. Boschmans, s.a. (importer, exporter, wholesaler, manufacturer), 15 Osystraat, Antwerp. WTD 2/27/63.

394 Toys, Athletic Goods

FRANCE—Target archery sets for men, women, children; bow hunting tackle, including arrows, quivers, etc. Direct purchase and agency. ETABLISSEMENTS LAJUS (dealer, manufacturer), Avenue du Sabaou, Biarritz, Basses-Pyrenees. WTD 2/10/61.

ITALY—Sporting goods such as fishing gear, equipment, and sport articles for soccer, basketball, tennis, golf, skating; requests replies in Italian with illustrations and price lists. Direct purchase and agency. Zaaca Sport (retailer, wholesaler, importer), 35 a/b/c Via G. De Felice, Catania. WTD 10/12/61.

★★ **MEXICO**—Manufacturer of sporting goods wants to purchase and/or manufacture, under license, high grade basketballs, volley balls and other rubber articles; Deportes Brasil, Brasil 106-E, Mexico, D.F. I.R.-76.

399 Manufacturing Industry Products

PHILIPPINES—Small plastic gift items, such as letter openers, telephone dialers, desk-top note pad holders; suitable for corporate and institutional advertising "give-aways." Direct purchases and agency. Trans World Trading Co. (manufacturer's agent, importer), 453 Plaza del Conde or P.O. Box 3148, Manila . WTD 8/10/62.

505 Farm Products, Raw Materials

ITALY—Raw beaver skins; mink and muskrat skins. Elwel (importer, wholesaler, dresser), Via Agnello 2, Milan, WTD 1/26/62.

521 Lumber and Other Building Materials Dealers

★★ **MEXICO** — Manufacturer of roofing equipment wishes to represent manufacturers of complementary equipment; Blackwell de Mexico, S.A., Insurgentes No. 1510-201, Mexico 19, D.F. WTD 2/28. I.R.-44.

599 Retail Stores

FRANCE—Paris novelties in wood, metal, ceramics. Ets. A. Lepeltier, 37 rue Reaumur, Paris.

FRANCE—Artistic handiwork and curios —ceramics, pottery, iron, hand-woven fabrics, Breton dolls, slippers. S.C.A.B.—Societe de Cooperation des Artistes Bretons, 9 rue de la Paillette, Rennes (Ille & Vilaine).

Artistic ceramics—modern and period. A. Bernard Palissy—E. Tessier, 18 rue Bernard Palissy, Malicorne-sur-Sarthe (Sarthe).

CANADA—British Columbia Indian handicrafts such as wood carvings, totem poles, basketware, woven goods, ceramics. John A. Begg Agencies, 664 Eckersley Rd., Richmond, Vancouver, B. C. WTD 2/21/63.

JAPAN—High vacuum coated imitation gold and silver novelties. Hatsuhi Kogyo Co., Ltd., 1322, Gotanbatake, Yaguma-cho, Nakawawa-ku, Nagoya.

UNITED ARAB REPUBLIC—Egyptian handicraft and luxury products. Direct or through agent. Khan Khalil (Ed. C. Anawati), 32, Avenue El Horreya, Alexandria. WTD 10/23/62. For catalog write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

739 Business Services

★★ **MEXICO**—Established food broker is available as a consultant to U.S. firms engaged in the food industry to make surveys, recommendations, etc., in having lines established in Mexico; Ernesto Velazquez, 310—A Pilares, Mexico 12, D.F. WTD 5/19/59. I.R.-19.

★★ Industrial chemist offers exclusive service to food processors, industrial chemical products manufacturers or food or industrial equipment manufacturers for work in Mexico; Mr. Luis R. Albelo, Ave. Universidad No. 175, Mexico, D.F. NCIA. I.R.-30.★

★★ Customs bonded warehouse offers national and customs bonded warehousing to American exporters wishing to develop their market in Mexico. Will furnish complete information on requests; Almacenadora, S.A., 16 de Septiembre No. 53, Mexico 1, D.F. WTD 7/20/59. I.R.-94.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruit, Vegetables

SURINAM—Fresh fruits and vegetables. S. L. Mahadew Agencies (importer, retailer, agent), Sophia's Lust 47 (3e Rijweg). WTD 10/18/62.

200 Food

PAKISTAN —Wishes to appoint purchasing agent on commission basis for canned provisions and fruit juices. Universal Trading Corp. (importer, exporter, manufacturer's agent), 2nd floor, Fakhru Manzil, Muradkhan Rd., Karachi. WTD 11/23/60.

SURINAM — Foodstuffs and provisions, particularly canned foods, packaged food products, staples and other grocery items. S. L. Mahadew Agencies (importer, retailer, agent), Sophia's Lust 47 (3e Rijweg). WTD 10/18/62.

220 Textile Mill Products

SOUTH AFRICA—Foambacked coatings and cloth suitable for leisure wear and polyester fiber/wool lightweight suitings. Exclusive agency for South Africa. Van Brussel, Hodson & Co. (Pty.), Ltd. (manufacturer's agent), P.O. Box 551, Cape Town. WTD 1/18/62.

SURINAM—Textile yard and piece goods of cotton, khaki, manmade fibers; first and second quality, odd lots and ends. S. L. Mahadew Agencies (importer, retailer, agent), Sophia's Lust 47 (3e Rijweg). WTD 10/18/62.

261 Pulp Mills

SWITZERLAND — Woodpulp for paper making. Commission agency. Etienne Schwabacher (import agent), 19 Avenue Villamont, Lausanne, Vaud. WTD 2/1/61.

262 Paper Mills

SWITZERLAND — Waste paper stock. Commission agency. Etienne Schwabacher (import agent), 19 Avenue Villamont, Lausanne, Vaud. WTD 2/1/61.

281 Industrial Chemicals

FRANCE—Dyes for shoe manufacture and repair. Agency for southwest France or section thereof. Anciens Ets. Duc & Cie. (wholesaler), 49 rue de Cheverus, Bordeaux, Gironde. WTD 2/18/63.

289 Chemical Products

FRANCE—Glues for shoe manufacture and repair. Agency for southwest France or section thereof. Anciens Ets. Duc & Cie. (wholesaler), 49 rue de Cheverus, Bordeaux, Gironde. WTD 2/18/63.

GREECE—Fatty acids Valtazanos Brothers & Co., 28 Nikis St. or P.O. Box 647, Athens (118). WTD 12/31/62.

307 Plastics Products

NETHERLANDS—Reinforced plastic pallets and plastic crates for bottles. Exclusive agency. N. V. Houtbewerkingsbedrijf Hellanthal—Vos (manufacturer's agent), 2 Buiten de Enkpoort, Hasselt (O).

310 Leather, Leather Products

FRANCE—Leather-grindery, shoe findings and supplies; leather shoe repair materials; novelty shoe fabrics and related medium priced articles. Agency for southwest France or section thereof. Anciens Ets. Duc & Cie. (wholesaler), 49 rue de Cheverus, Bordeaux, Gironde. WTD 2/18/63.

329 Abrasives, Asbestos, Nonmetallic Mineral Products

FRANCE—Abrasives (emery rolls) for use in shoe manufacture and repair. Agency for southwest France or section thereof. Anciens Ets. Duc & Cie. (wholesaler), 49 rue de Cheverus, Bordeaux, Gironde. WTD 2/18/63.

342 Cutlery, Hand Tools

NETHERLANDS—Garden hand tools; requests replies from manufacturers only. Firma W. B. de Zeeuw (importing distributor), 151 Buitendijk, Rotterdam.

349 Fabricated Metal Products

ITALY—All types of valves, accessories, fittings for petroleum, petrochemical, chemical industries; requests replies from manufacturers only. Tristano Picchi (commission agent), Viale Universita 11, Rome.

352 Farm Machinery, Equipment

IRAN—Small, 4-wheel, 8-20 hp. tractors suitable for rice plantations. Exclusive agency. Iran Margo Trading Co., Ltd. (importer), 473 Avenue Saadi or P.O. Box 373, Tehran. WTD 9/19/61.

NETHERLANDS—Lawnmowers, trimmers, other garden equipment. Requests replies from manufacturers only. Firma W. B. de Zeeuw (importing distributor), 151 Buitendijk, Rotterdam.

353 Construction Equipment

IRAN—Engine parts and hydraulic control parts for roadbuilding machinery such as tractors, graders; requests replies from manufacturers only. The Miliard Co., Ltd. (importer, distributor), Avenue Ghazvin, Tehran.

ISRAEL—Tricon (tricone) bits, all sizes up to 10". Exclusive agency. Lopat, Ltd. (importer, commission merchant), 31 Rothschild Blvd. or P.O. Box 1264, Tel Aviv.

SPAIN—Tractors, wheel and track laying. Vegarada, S.A. (contractor, importer, wholesaler), Avda. del Generalissimo 8, Madrid 16. WTD June 1961.

354 Metalworking Machinery

PAKISTAN—Machine tools; requests replies from manufacturers only. Exclusive agency. Globe Trade Corp., Ltd., (exporter, manufacturer's agent) Ameejee Valeejee Bldg., Frere Rd., Karachi. WTD 8/21/62.

356 General Industrial Machinery

NORTH BORNEO—Water pumps, 1½", GPH 4600, head feet capacity 90, 4-cycle engines. Exclusive agency. Mr. Ling Hua Kai, Kiong Sing Company (importer, retailer), 5 Beach St., Jesselton. WTD 2/19/63.

357 Office Machines

SWEDEN—Tractor pin feed chains for data processing machines and other data form handling equipment; Vector Maskin AB (importer, wholesaler, sales agent), Kungsgatan 18, Stockholm C. WTD 12/17/62. Illustration available on loan basis from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675).

358 Service Industry Machines

ITALY—Special pumps for petroleum, petrochemical, and chemical industries, accessories and fittings; requests replies from manufacturers only. Tristano Picchi (commission agent), Viale Universita 11, Rome.

JAPAN—Room air-conditioners, window type, rated at 1 hp. or under. Exclusive agency. Nippon Nobel Mfg. Co., Ltd. (manufacturer and wholesaler) 4, 4-chome, Shiba Tamuracho, Minato-Ku, Tokyo. WTD 12/14/62.

361 Electric Transmission, Distribution Equipment

BRAZIL—Low and high voltage electrical equipment such as switches, relays, controls; requests replies from manufacturers only. Talamac S.A.—Industria de Maquinas (importer, wholesaler), Rua Florencio de Abreu 367 or Caixa Postal 4037, Sao Paulo. WTD 10/31/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

NETHERLANDS—Automobile accessories; tools and equipment for garages. N. V. Meetreco (manufacturer's agent), 7-9 Posthoornstraat, Rotterdam 1.

381 Engineering Instruments

ITALY—Instrumentation, piping, fittings, pumps, and materials used in installations for nuclear power production; requests replies from manufacturers only. Tristano Picchi (commission agent), Viale Universita 11, Rome.

382 Instruments for Measuring Physical Characteristics

ITALY—Measuring instruments for petroleum, petrochemical, and chemical industries, accessories and fittings; requests replies from manufacturers only. Tristano Picchi (commission agent), Viale Universita 11, Rome.

394 Toys, Athletic Goods

AUSTRALIA—Model construction and hobby kits, such as for airplanes, boats, trains, and other technical type kits or toys; price quotations may be f.o.b. but c.i.f. Melborne preferred; requests samples if possible. Geo. Pizzey & Son Ltd. (merchant, tanner, importer), 131 Johnston St., Fitzroy, Melbourne, Victoria. WTD 1/31/63.

CHILE—Complete line of commercial fishing equipment and accessories. Empresa Pesquera e Industrial Celta, Ltda. (fishing company), 1055 Agustinas, Casilla 2403, Santiago. WTD 2/15/63.

GERMANY—Toys of all kinds; requests from manufacturers in German. Carl Keil OHG (sales agent), 14 Schoenaustr. or Postfach 232, 4 Duesseldorf-Gerresheim. WTD 2/5/63.

399 Manufacturing Industry Products

GERMANY—Plastic toilet articles of all kinds; requests replies from manufacturers in German. Carl Keil OHG (sales agent), 14 Schoenaustr. or Postfach 232, 4 Duesseldorf-Gerresheim. WTD 2/5/63.

Leads for Importers

201 Meat Products

★★ **MEXICO**—Canned tamales, chicken and meat (agency); tamales America, Huichapan No. 17, Mexico, D.F. I.R.-28.

203 Canning, Preserving Fruits, Vegetables

FRANCE—Shadroe in oval tin-cans (net weight 8 oz. each), good quality. Georges Dubedout Fils & Co. (Etablissements), 30 Allees d'Orleans, Bordeaux, Gironde. WTD 1/19/60.

205 Bakery Products

★★ **MEXICO**—Sesame seed (agency); Escobas Mexicanas, S.A., Napoles 84, Mexico 6, D.F. NCIA. I.R.-102.

207 Confectionery and Related Products

★★ **MEXICO**—Mexican candies (distributor); Fabrica de Chocolates Bremen, Esq. Sandalo y San Simon, Col. Sta. Maria Insurgentes, Mexico, D.F. I.R.-52.

209 Food Preparations and Kindred Products

★★ **MEXICO**—Vegetable oils, sell to manufacturers; Aceites Comestibles, Paseo de la Reforma No. 95—527, Mexico 4, D.F. I.R.-62.

222 Broad Woven, Man-Made Fabric

FRANCE—Silk bolting cloth; nylon bolting cloth. Also filter screen and filter sleeves. Filmprinting. L'Union Gazes A Bluter, S. A., 10 Place Alfred-Marty, Montauban, Tarn-et-Garonne. WTD 2/27/63.

229 Textile Goods

FRANCE—Fabrics for men and women clothing. M.T.P. 11 bis rue Bachaumont, Paris 2e.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

EL SALVADOR—Solid mahogany doors and doors of other fine hardwoods. Custom built and hand made, for any use. Cedar closets, custom built and hand made. Will sell direct or through agent. Carlos A. vides, 156, 59a. Avenida Norte, San Salvador. WTD 3/5/63.

251 Household Furniture

FRANCE—Kitchen furniture and related articles, modern. Comera, 9 route de Saint-Leu, Montmagny (Seine & Oise). WTD 7/27/62.

GERMANY—Kitchen furniture. Fritz Osterloh, 7254 Muenchingen/Wuerttemberg, Daimler-Strasse 20. WTD 1/14/63. For catalog write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

287 Agricultural Chemicals

★★ **MEXICO**—Insecticides (distributor in Texas, Louisiana, California or Florida); Productos H 24, S. A., Esfuerzo Nacional esq. Calle 8, San Bartolo, Neocalpan. WTD 9/20. I.R.-124.

314 Footwear

FRANCE—After-ski ankle-boots, and related articles, leather and vulcanized, for men and women, also slippers and sandals of various types, through sales agents or importing distributors. "La Vendeenne" (Manufacture de Chaussures), Saint-Hilaire-de-Loulay, Vendee. WTD 3/26/62.

328 Cut Stone and Stone Products

★★ **MEXICO**—Building marble and stone, from light pink to black (distributor); Marmoles Barretaro, S. A., Felipe Rosas No. 12, Queretaro, Qto. NCIA. I.R.-25.★

349 Miscellaneous Fabricated Metal Products

JAPAN—Pipe fittings, valves and cocks. San-A Kogyo Co., Ltd., 2-4 Kitakyuhoji, Higashi-ku, Osaka. WTD 8/13/56.

FRANCE—Equipment, accessories, and fittings for the petroleum and petro-chemical industries—check-valves (T-type, non-return) designed for underground hydrocarbon-reservoirs; shut-off valves; safety and emergency valves; symmetrical, quick-type couplings; vents; manhole domes or covers; loading-arms (3 and 4" dia.) for tank-trucks, available in various types. J. Perolo & Cie. (Etablissements), 69 Rue des Macons, Blaye, Gironde. WTD 3/4/63.

355 Special Industry Machinery

JAPAN—Agency wanted in U.S. for progressive stamping dies for motor laminations and surface grinders. Mitsui Mfg. Co., Ltd., 1-Chome, Tsutsui-dori, Yahatashi, Fukuoka Prefecture. WTD 1/28/63.

BELGIUM—Baking and pastry making machines. Direct or through agent. Constructiewerkhuizen der Machines "Collette" E. Sanctorum, 96 Lange Dijkstraat, Antwerp. WTD 3/4/63. For brochures write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

356 General Industrial Machinery

GERMANY—"Weber" hydraulic jacks up to 30 metric tons capacity for trucks, buses, and heavy-duty vehicles. Emil Wever, 18 Seebergstrasse, 7129 Gueglingen/Wuerttemberg. WTD 2/25/63.

385 Ophthalmic Goods

★★ **MEXICO**—Optical frames of numerous designs; Manufactura de Armazones S.A., Calle Mar del Norte No. 18, Tacuba, Mexico, D.F. I.R.-75.★

391 Jewelry, Silverware, and Plated Ware

★★ **MEXICO**—Sterling silver hollow ware, hand made modern and antique designs; Tane, S.A., Amberes No. 70, Mexico 6, D. F. WTD 7/9. I.R.-72.

396 Costume Jewelry, Costume Novelties, Buttons, and Miscellaneous Notions, except Precious Metals

★★ **MEXICO**—Mexican handicrafts, paintings, metal ware, gift items and jewelry; Exportadora Industrial, Xola No. 1456, Mexico 12, D. F. NCIA. I.R.-93.
★★ Mexican arts and handicrafts (distributor); Contex, S de R.L., Michoacan No. 126, Mexico 11, D. F. WTD 8/27. I.R.-125.

398 Picture Frames

★★ **MEXICO**—Ornate picture frames (distributor); Marcos y Molduras Excelsior, S. A., Calzada de Guadalupe 202, Mexico 14, D. F. I.R.-86.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Ervin Eppinger, representing Vesuvio S. A., Commercial, Industrial, Financiera e Inmobiliabia, Colombia 375, Villa Martelli, Province of Buenos Aires, interested in contacting importers with a view to developing a U. S. market for pure **wool knitted outerwear** for ladies and gentlemen (sweaters, etc.). March 15 via New York for 15 days; c/o Brody, 1225 Park Ave., New York, N. Y. Itinerary: New York, San Francisco, Los Angeles.

AUSTRALIA—Allan Napier, representing J. Blackwood & Son, Ltd., 86 Sussex St., Sydney, N.S.W., interested in merchandising—distributing **industrial and engineering supplies and steel.** Early April via San Francisco for 5-6 weeks. Department of Commerce Field Office, Room 419 Customhouse, 555 Battery St., San Francisco 11. Itinerary: San Francisco, Los Angeles, Seattle, Boston, Buffalo, Chicago, Cleveland, Richmond, New York, Pittsburgh.

W. D. Lambert, representing Bruce Pie Industries, Araluen St., Kedron, Brisbane, Queensland, interested in **textile trade** and **bedding material and equipment.** Feb. 21 via Los Angeles for 5 weeks; Puritan Sportswear Co., Altoona, Pa. Itinerary: Los Angeles, Chicago, Washington, New York and Altoona.

Ian S. Thomas, representing Johnson & Phillips Pty., Ltd. (electrical manufacturers and wholesalers), Epsom Rd., Liverpool, N.S.W., interested in obtaining **agencies for electrical engineering products, electric merchandise products and engineering products.** March 10 via Honolulu for 10 days; c/o Clerk Controller Co., 1146 E. 152nd St., Cleveland 10, Ohio. Itinerary: Cleveland, New York.

Bruce Gregory Dennis, representing Pauls Foods, Ltd., Montague Rd., South Brisbane, Queensland, interested in **ice cream and frozen food marketing.** March 20 via San Francisco for 7 weeks; St. Francis Hotel, San Francisco, and Waldorf Astoria, New York (May 8-15). Itinerary: San Francisco, Santa Fe, Seattle, Los Angeles, Chicago, Columbus, Boston, Washington, Philadelphia, New York.

CHILE—Juan Estevez and Livio D'Alessandria, representing Soprole y Afia Soc. Ltda.—Savory Productos Alimenticios Ltda, Vicuna Mackenna 4230, Santiago, mail address: Casilla 2401, Santiago, interested in **confectionery, ice-cream, cheese** industries; requests technical information to process candy chocolate bars and possibility of joint venture or franchise production with U. S. manufacturers. March 31 via New York for 20 days. c/o M. Castellvi, Inc., 150 Broadway, New York 38, N. Y. Itinerary: New York, Chicago, Milwaukee.

DENMARK—K. Roervig, representing Findapharm A/S, 18 Vesterbrogade, Copenhagen V. interested in new agencies in **pharmaceutical** specialties and pharmaceutical-chemical products. April 6 via New York for 4 days; Danish Consulate General of New York, 18 East 48th St., New York, N. Y.

FRANCE—M. Parucci (business address: La Generale, 10 Ave. de la Victoire, Nice), representing Federation Nationale des Agents Immobiliers, 163 rue Saint-Honoré, Paris, interested in **real estate** and requesting technical information on financing of housing construction, credit system, Government aid to builders and buyers in U.S. March 10 via San Francisco for several weeks; c/o Consulate of France, San Francisco, Calif. Itinerary: San Francisco, Los Angeles, Chicago, Washington, Philadelphia, New York.

FRENCH WEST INDIES—Jean Sarkis, 16 rue Thiers, Pointe-a-Pitre, Guadeloupe, interested in purchase of **fabrics** and other items. April 1963 via New York for 2 weeks; c/o E. F. Leveen & Co., Inc., 1270 Broadway, New York, N.Y.

JAMAICA — Anne Ronai, representing Garon Ceramic Creations, P. O. Box 10, Kingston 8, interested in meeting importers of high class **jewelry** in San Francisco and Honolulu. March 20 for 8 days; Department of Commerce Field Office, 555 Battery St., San Francisco 11. Itinerary: San Francisco, Honolulu.

KENYA—Mr. G. Bursell, P. O. Ruiru, interested in purchase of Santa Gertrudis **bull calves,** storage and packing of **fresh fruit.** April 1 via Miami for 3-4 weeks; Department of Commerce Field Office, 408 Ainsley Bldg., 14 N. E. First Ave., Miami 32. Itinerary: Miami, Washington, Benton Harbor (Michigan), San Francisco, Dallas.

R. S. Khimasia, representing East African Match Company, Ltd., P. O. Box 2525, Mombasa, interested in purchasing new or used **machinery for manufacture of matches** and requesting technical information. March 15 via San Francisco for 2 weeks; Department of Commerce Field Office, Room 419 Customhouse, 555 Battery St., San Francisco 11. Itinerary: San Francisco, Chicago, New York, Washington.

LIBERIA—Toros Abounayan, representing Jeto Liberian Clothing Co., Water St., P. O. Box 406, Monrovia, interested in **textiles** for civilian, military, police clothing, accessories for military and police clothing such as belts, boots, etc. March 10 via New York for 1 month; Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York 1, N. Y. Itinerary: Boston.

MALAGASY REPUBLIC—Joseph Ramanandraibe, representing Etablissements Ramanandraibe, 50 rue Pasteur, Isotry, Tananarive, interested in **general imports and exports.** March 7 via New York for 6 months; c/o Andrianampy

Ramaholimihaso, 301 East 47 St., New York 17. Itinerary: New York, Washington, other cities.

MOROCCO — Mohamed Grefft Alami, Maison de L'Artisan, Casablanca, a Government agency; March 25 via New York for 3 weeks to contact potential customers for **Moroccan handicraft.** Moroccan Information Center, 51 West 43rd St., New York, N.Y. Itinerary: New York, Washington, Seattle.

SPAIN—Roberto Fernandez Diez, representing Casa Diez, Barcelo 9, Madrid 4, interested in contacting U.S. manufacturers of **sporting goods** in general, including water sports goods, with view to importing such goods or handling them on commission basis. March 30 via New York for 18 days; Commodore Hotel, 42nd St. & Lexington Ave., New York 17, N.Y. Itinerary: New York, Chicago.

TUNISIA—Slaheddine Hajeri, representing Comptoir Tunisien Commercial d' Etudes et d'Entreprise, 11, rue Charles de Gaulle—Tunis, interested in **cotton fabrics.** March 23 via Washington for 18 days; c/o Martinique Hotel, Broadway & 32nd, New York, N.Y. Itinerary: Washington, New York, Raleigh, N.C.

Largest Italian steel firm in $1 billion expansion

A $1-billion expansion program being conducted by Italy's major steel producer, ITALSIDER, will afford unusual export opportunities for U.S. suppliers of plant equipment and materials. ITALSIDER evidently intends to make full use of modern techniques and facilities, including automatic electronic control apparatus, data processing equipment, and process control computers.

The steel firm, formed in 1961 by the merger of Cornigliano Steel Company and Ilva, accounts for 90% of Italy's pig iron production and 43% of its steel production and is the largest single steel complex in old Europe.

Its expansion program, a response to the market opportunities in Italy and in the European Common Market, will increase pig iron production from 3.5 to 7.5 million metric tons and steel from 4.1 to 9.0 million metric tons in 1962-66. Its consumption of American coal is expected to at least double in the period, from 2 to 4 or 5 million metric tons.

ITALSIDER plans to acquire additional blast furnaces, improved ship unloading facilities, blooming and billeting, rod rolling, stabbing, and plating mills. A later phase of the program envisages the addition of several sintering plants, coke ovens, electric power facilities, and a medium diameter welded pipe mill.

Materials for the program are purchased and the construction is being done by Cosider, Via Mura di Santa Chiara 1, Genoa, Italy. Inquiries may be made to the New York office, c/o Raoul Ferreri, 44 Wall St., New York.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

PAKISTAN — The Pakistan Government has approved proposal submitted by Amin Agencies to construct second oil refinery at Karachi. New refinery, scheduled for completion by the end of 1964, will produce heavier range of products—167,000 tons of asphalt, 75,000 tons of lubricant base, 25,000 tons of jute batching oil, 71,000 tons of light diesel oil, and small quantities of other products.

Estimated cost of project is approximately $14 million, $9.9 million of which will be in foreign exchange, met from French loan not included in consortium amount. Details available from AMIN AGENCIES, Wood St., P.O. Box 4431, Karachi.

New Trade Lists

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Clothing Manufacturers—Spain.
Dairy Producers—United Kingdom.
Office Supply and Equipment, Stationery, and Paper Importers and Dealers—Philippines.
Textile Industry—Republic of South Africa.

Bombay extends deadline for hydroelectric project

The bid deadline for the Purna hydroelectric project has been extended from March 4 to March 30, tender HDU/P/2, covering supply and erection of generators, turbines, and ancillary equipment. (International Commerce, January 14, p. 46).

Expert exporters say:

. . for expert export assistance, contact the nearest Department of Commerce Field Office

Albuquerque, N. Mex., Courthouse. Phone: 247-0311, ext. 2386
Anchorage, Alaska, Rm. 60, U.S. Post Office & Courthouse. Phone: BRoadway 2-9611
Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75 Forsyth St., NW. Phone: JAckson 2-4121, ext. 6000
Birmingham, Ala., Title Building, 2028 Third Ave., N. Phone: 323-8011, ext. 3131
Boston 10, Mass., Room 230, 80 Federal St. Phone: CApitol 3-2312
Buffalo 3, N.Y., 504 Federal Building, 117 Ellicott St. Phone TL. 3-4216
Charleston 4, S.C., Area 2, Sergeant Jasper Bldg., West End Broad St. Phone: 722-6551
Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731
Chicago 6, Ill., Room 1302, 226 West Jackson Blvd. Phone: 828-4400
Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200, ext. 2944
Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave. Phone: CHerry 1-7900
Dallas 1, Tex., Room 3-104 Merchandise Mart, 500 South Ervay St. Phone: Riverside 8-5611
Denver 2, Colo., 142 New Custom House, 19th & Stout Street. Phone: KEystone 4-4151, ext. 598
Detroit 26, Mich., 438 Federal Building. Phone: 226-6088
Greensboro, N.C., Room 407 U.S. Post Office Bldg. Phone: BRoadway 3-8234
Hartford, Conn., 18 Asylum St. Phone: 522-1144
Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831, ext. 464
Houston, Tex., 5102 Federal Bldg., 515 Rusk Ave. Phone: CApitol 8-0611
Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111
Kansas City 6, Mo., Room 2011, 911 Walnut Street. Phone: BAltimore 1-7000
Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: RIchmond 9-4711, ext. 1261
Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street. Phone: JAckson 6-3426
Miami 32, Fla., Ainsley Bldg., 14 NE. First Ave. Phone: FRanklin 7-2581
Milwaukee, Wis., 1201 Straus Bldg., 238 W. Wisconsin Ave. Phone: BRoadway 2-8600, ext. 473
Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street. Phone: 339-0112
New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 529-2411, ext. 6547
New York 1, N.Y., 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377
Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400, ext. 591
Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave. Phone: 261-3285
Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800, ext. 785
Portland 4, Oreg., 217 Old U.S. Courthouse, 520 SW. Morrison St. Phone: CApitol 6-3361, ext. 1421
Reno, Nev., 1479 Wells Ave. Phone: FAirview 2-7133
Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611
St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St. Phone: MAin 1-8100
Salt Lake City 1, Utah, 222 SW. Temple St. Phone: DAvis 8-2911, ext. 341
San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St. Phone: YUkon 6-3111
Santurce, P.R. 605 Condado Ave.
Savannah, Ga., 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull Street. Phone: ADams 2-4755
Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300, ext. 492

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington 25, D.C.**

Basic Data on the Economy of the Republic of South Africa. OBR 63-3. 18 pp. A general guide to the Government and economy of South Africa. Covers agriculture, forestry, fishing, mining and the manufacturing industries; power; transportation and communication; financial structure; foreign trade (import controls); marketing methods; and commercial representatives.

Preparing Shipments to East Africa. OBR 63-13. 8pp. Lists the shipping documents and other documentation required for making shipments to East Africa; labeling, marking and packing requirements; regulations affecting mail shipments, samples and advertising matter; rules regarding abandoned and reexported goods; entry, transit and warehousing regulations; and customs procedures.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Living Conditions in Nigeria. OBR 63-14. 6pp. Contains the entrance requirements for U.S. citizens; customs procedures; foreign exchange regulations; cost of living information; data on health conditions, medical facilities, institutions and language; transportation, communications and utilities.

Labeling and Marking Requirements of the Republic of South Africa. OBR 63-24. 6pp. Deals with the Labeling of Foods and Drugs, and the Weights and Measures Act. Three appendices list South Africa's tables of weights, measure of capacity, and measure of length.

Basic Data on the Economy of the Republic of the Ivory Coast. OBR 63-32. 20pp. Describes the structure of the economy; the various industries; power, transport and communications; insurance; finance; foreign trade, particularly with the U.S.; economic development program; marketing channels and practices; and a 10-entry bibliography.

Basic Data on the Economy of Taiwan. OBR 63-34. 27pp. Contains the same sort of information as the reports on South Africa and the Ivory Coast, above, as well as 16 statistical tables and an 18-entry bibliography.

Living Conditions in the Netherlands Antilles. OBR 63-35. 10pp. Contains the same sort of information as the report on Nigeria, above.

Economic Developments In Taiwan (Formosa), 1962. OBR 63-36. 6pp. Gives the economic highlights of the past year, with special emphasis on foreign investment and foreign trade.

Licensing and Exchange Controls of the Republic of Senegal. OBR 63-37. 5pp. Lists Senegal's import licensing requirements; the administration of controls; and U.S. controls applicable to trade with Senegal.

Basic Data on the Economy of the United Kingdom. OBR 63-40. 15pp. Contains the same general categories of information as the reports on South Africa and the Ivory Coast, above.

Investment Law of the Malagasy Republic. OBR 63-42. 6pp. An unofficial translation by Foreign Service personnel in Tananarive, with an introductory text prepared by the Dept. of Commerce.

Economic Developments in Thailand, 1962. OBR 63-43. 5pp. Reviews the economic highlights of 1962, including government moves to boost industries, U.S. export gains, establishment of the U.S. Trade Center and improvement of the transportation system.

Economic Developments in Hong Kong, 1962. OBR 63-44. 7pp. Summarizes Hong Kong's economic record during 1962, with particular emphasis on trade with the U.S.

Preparing Shipments to Morocco. OBR 63-45. 6pp. Contains the same sort of information as the report on preparing shipments to East Africa, above.

Economic Developments in the Philippines, 1962. OBR 63-46. 9pp. A review of 1962's economic events, including the decontrol and its effects on the Philippine economy.

Foreign Trade of India, 1961-62. OBR 63-47. 8pp. A tabular review of India's trade by area and commodity, with particular emphasis on her trade with the U.S.

***4 Guides to Investing Pakistan.* Published by the Government of Pakistan. Karachi, 1962. No charge.**

Pakistan recently issued a group of informative publications with varied, detailed information relating to the investment picture in that country.

These publications, described below, may be obtained from the Department of Investment Promotion and Supplies (Investment Promotion Wing), Government of Pakistan, Karachi, Pakistan.

1. Pakistan Invites Investment. 26pp. A concise but complete outline of facilities available through the Department of Investment Promotion and Supplies for foreign investment. Includes tax concessions to new industries and application procedures to be satisfied by foreign investors.

2. Investment Promotion Bureau. 7pp. A brief description of how the Bureau serves as a clearing house for all problems investors may encounter.

Uganda—The Background to Investment, reviewed in our issue of February 11, can be obtained from the Permanent Mission of Uganda to the United Nations, 801 Second Ave., New York 17, N.Y. as well as from the London and Kampala addresses given earlier.

3. Guide to Investment in Pakistan. 30 pp. A comprehensive discussion of the Government's industrial and foreign investment policy, structure and incidence of taxes, credit facilities and procedures for establishment of industries.

4. Investment Proposals Sanctioned by the Investment Promotion Bureau. 34pp. A survey of authorized investments in Pakistan between April 1959 to December 1961. Authorized investments are analyzed as to the area where made, identification of the companies making such investments, major industrial lines in which investments are made and the countries from which investment capital originated.

***Selling Around the World.* Dep't. of Commerce, Washington, 1962, 26 pp. Free.**

An introductory booklet describing how Commerce works for the international trader. It can be ordered from any Dep't. of Commerce Field Office.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—651961/36

Calendar *for international traders*

March

25—Foreign Credit Insurance Workshop. Insurance Company of North America Auditorium, **Philadelphia, Pa.** Sponsors: American Institute of Marine Underwriters, Delaware Valley FCIA, Philadelphia Foreign Traders Assn., Philadelphia REEC.

26—Export Expansion Seminar, **DeKalb, Ill.** Sponsors: Northern Illinois U. and the Dept. of Commerce Chicago Field Office.

26—World Trade Council Monthly Export Counseling Conference. **Pittsburgh, Pa.**

26—Dinner Meeting, International Trade Club of **Kansas City, Mo.**

26-27—46th. Annual Convention of the International Executives Assn. Hotel Statler Hilton, **New York, N.Y.** Theme: "Managing and Marketing to Match Tomorrow-New Trends and Techniques in International Business."

28—World Trade Club of **St. Louis, Mo.** Dinner Meeting, Cheshire Inn. Co-sponsor: St. Louis Foreign Credit Chapter.

28—Meeting of **Bossier City, La.** Rotary Club. Subject: "How the U.S. Dept. of Commerce Serves Business in International Trade."

28—Chicago Conference on Agricultural Trade With Japan. Pick-Congress Hotel, **Chicago, Ill.** Sponsors: Chicago Assn. of Commerce and Industry and the U.S.-Japan Trade Council.

29—Annual Convention of the Advertising Federation of America, **Chicago, Ill.** Speaker: Draper Daniels, National Export Expansion Coordinator.

30-April 6—Rocky Mountain Conf. on Latin America, **Albuquerque, N.M.** Sponsor: U. of New Mexico, New Mexico REEC, Dept. of Commerce Albuquerque Field Office.

April

2—Seminar on Trade Prospects with the European Common Market, Univ. of Southern Mississippi, **Hattiesburg, Miss.** Sponsors: Regional Export Expansion Council and U.S. Dept. of Commerce.

3-4—Export Trade Institute, **Iowa City, Iowa.** Sponsors: University of Iowa, Small Business Administration and U.S. Dept. of Commerce.

4—Monthly Meeting of the Machinery-Metals Export Club. The Advertising Club, **New York, N.Y.**

4—FCIA Conference, **New York, N.Y.** Speaker: Pres. H. G. Sheehy of FCIA. Sponsor: Packaging Machinery Manufacturers Inst.

4—Annual World Trade Conference. Pick-Carter Hotel, **Cleveland, Ohio.** Sponsors: Cleveland Chamber of Commerce and Cleveland World Trade Assn.

4-6—Society for International Development's 5th World Conference. **New York, N.Y.** Theme: "What Makes Development Happen?"

8-9—Conference on the European Common Market: Doing Business in Europe. Lisner Auditorium, George Washington Univ., **Washington, D.C.** Sponsors: The Common Market Reporter and George Washington Univ.

9—Monthly meeting, Automotive Exporters Club. **Chicago, Ill.**

10—Minnesota World Trade Assn. Monthly Dinner Meeting. Minneapolis Athletic Club, **Minneapolis, Minn.**

10—Export Expansion Seminar, **Green Bay, Wis.** Co-sponsors: Green Bay Area Chamber of Commerce, Small Business Administration, and the U.S. Dept. of Commerce Chicago and Milwaukee Field Offices.

15-16—Conference for Corporation Executives on U.S. Business in Africa. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University, Washington, D.C.

16—Monthly Luncheon Meeting, International Executives Assn. Hotel Statler Hilton, **New York, N.Y.**

17—Export Expansion Workshop, Hotel Paten, **Chattanooga, Tenn.** Sponsors: Atlanta Regional Export Expansion Council, Chattanooga Manufacturers Assn.

17—Northwest Arkansas Export Expansion Conference, John Brown University, **Siloam Springs, Ark.**

22—Dinner Meeting, International Trade Club of **Kansas City, Mo.**

23—Export Seminar, **Janesville, Wis.** Sponsors: Janesville Chamber of Commerce and U.S. Dept. of Commerce.

24—Export Expansion Seminar, **Wausau, Wis.** Sponsors: Wausau Chamber of Commerce, U.S. Dept. of Commerce Chicago and Milwaukee Field Offices, Small Business Administration.

24—World Trade Club of **St. Louis, Mo.**: Port of New Orleans Night. Le Chateau Inn.

24—Profits in Exports Conference, Country House, **Syracuse, N.Y.** Sponsors: U.S. Dept. of Commerce and others.

24—New England's 10th Annual World Trade Day. Sheraton Plaza Hotel, **Boston, Mass.** Theme: "International Trade—Challenge and Opportunity." Sponsor: International Trade Assn. of New England.

25—Indiana Trade Expansion Workshop on Exports, **Indianapolis, Ind.** Sponsors: Indianapolis Chamber of Commerce and U.S. Dept. of Commerce.

28-May 4—World Trade Week—**New Orleans, La.** Sponsors: U.S. Dept. of Commerce, Regional Export Expansion Council, Chamber of Commerce of the New Orleans Area.

May

1-3—18th Mississippi Valley World Trade Conference, **New Orleans, La.** Sponsors: U.S. Dept. of Commerce, Regional Export Expansion Council. Speaker: Dr. Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business.

2—Monthly Meeting of the Machinery-Metals Export Club. The Advertising Club, **New York, N.Y.**

14—Monthly Luncheon Meeting, International Executives Assn. Hotel Statler Hilton, **New York, N.Y.**

21—Annual Dinner-Dance, International Trade Club of **Kansas City, Mo.**

19-25—Golden Gate World Trade Week, **San Francisco, Cal.** Sponsors: San Francisco Area World Trade Assn. and the San Francisco Chamber of Commerce.

June

10-11—FCIA Conference, **Columbus, Ohio.** Sponsor: Ohio Assn. of Capital Stock and Insurance Representatives. Speaker: T. H. Bivan, Chairman of FCIA's Governing Committee.

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Norway - April 5
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U.S. Trade Missions in April offer U.S. businessmen unique sales opportunities in European markets with combined buying power greater than most regions of the United States. Read page 8 of this issue for details.

U.S. Department Of Commerce, Washington 25, D.C.